

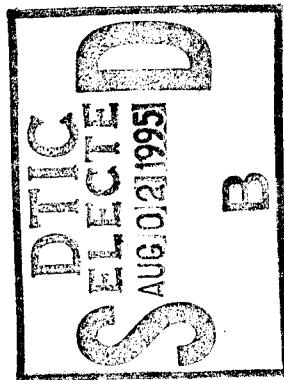
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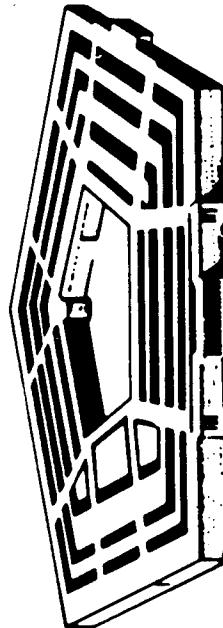
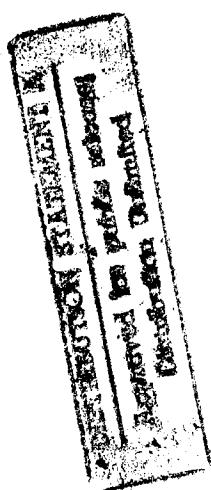
PRIME CONTRACT AWARDS

Fiscal Year 1994



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An illustration of a hand holding a pen over a document. The document has the word "CONTRACT" written vertically on its left side and a large dollar sign (\$) drawn on its cover.



**DIRECTORATE FOR INFORMATION
OPERATIONS AND REPORTS (DIOR)**

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PRIME CONTRACT AWARDS

Fiscal Year 1994

Department of Defense
Washington Headquarters Services
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FOREWORD

Prime Contract Awards is published semiannually. This publication displays current and historical summarized information on Department of Defense prime contract awards using a variety of categories and report formats. The primary purpose of this publication is to provide the perspective required for the analysis of Defense procurement trends related to the six categories shown.

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INTRODUCTION

Purpose and Scope

This report presents a variety of current and historical data pertaining to Department of Defense (DoD) prime contract awards. All historical tables commence with fiscal year (FY) 1985 data.

Six categories of data on DoD prime contracts are provided. Data are displayed by type of contractor, by procurement program, by competition, and by type of contract pricing provision. Awards for research, development, test, and evaluation (RDT&E) are discussed separately, as is the DoD Small Business Subcontracting Program.

Notes on Coverage

Amounts in this report are shown for the DoD Agency that awards the prime contracts and not the department or agency that budgets for the supplies or services. In addition, data for the Army, Navy, and Air Force include prime contracts awarded on behalf of the National Aeronautics and Space Administration (NASA) and other Federal agencies, as well as for foreign countries whose Defense purchases are reimbursable. Percentages are derived by dividing the detail line or the subtotal line by the base line designated by 100 percent, unless otherwise noted. Column headings, footnotes, or section narrative are used to identify these exceptions. Indentation is used to provide assistance in recognizing total, subtotal, and detail line information. The data are collected in whole dollars and the totals given in some tables may not add due to rounding. This report includes awards made by Other Defense Agencies (ODAs), which are listed in the Glossary. Commencing with FY 1989, it also includes tariff or regulated acquisitions under \$25,000. It does not include obligations for "in house" work performed at government owned and operated establishments,

such as Navy shipyards, Army arsenals, and Air Force research laboratories, except to the extent that such establishments place contracts for supplies and services with industry or other Federal Agencies. The estimated dollar amounts of indefinite quantity petroleum contracts are included in this report, but the number of individual orders written against these contracts has not been included in the totals for procurement actions.

For the definition of terms used in this publication, see the Glossary.

Highlights

DoD procurement actions during FY 1994 totaled \$132,219,300 thousand (rounded), as shown below:

Category	Amount
Intragovernmental/FMS	\$ 11,097,605
Work Outside United States	5,602,092
Educational and Nonprofit Institutions	3,315,355
Business Firms Inside United States	112,013,450
Tariff or Regulated Acquisitions	190,799
Total	\$132,219,300

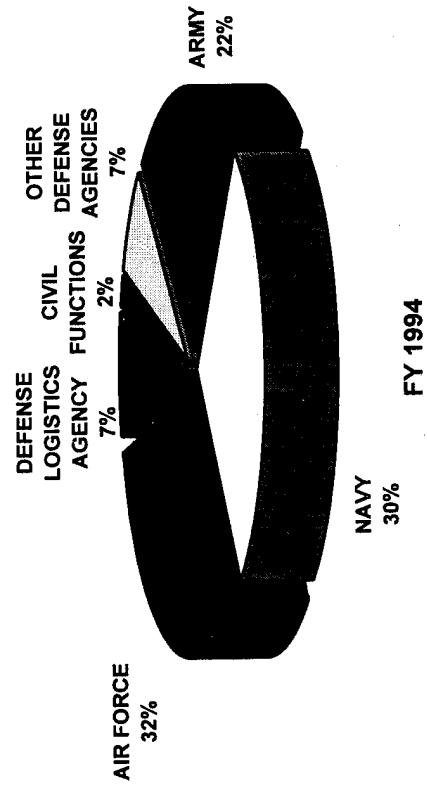
Foreign Military Sales (FMS), a reimbursable portion of intragovernmental orders, totaled \$8,517 million as follows: Army, \$2,249 million; Navy \$1,340 million; Air Force \$4,783 million; Defense Logistics Agency, \$139 million, and Other Defense Agencies, \$7 million.

AWARDS BY TYPE OF CONTRACTOR

DoD Procurement by Type of Contractor

DoD procurement awards during FY 1994 (October 1993 through September 1994) totaled \$132,219 million. This was a decrease of \$6,088 million (1.5 percent) from the \$138,307 million awarded during FY 1993. Contract awards to U.S. businesses for work inside the United States decreased by \$3,994 million. Awards to or through other Government Agencies decreased by \$1,766 million, awards to educational and nonprofit institutions decreased by \$128 million, and awards for work outside the United States decreased by \$224 million. See Tables 1 and 2 on pages 5 and 7.

The following chart displays the percentage of obligations awarded by each Defense Component during FY 1994.



Procurement Trends

DoD procurement decreased from \$163.7 billion in FY 1985 to \$158.8 billion in FY 1986, and continued to decrease each year through FY 1989. During FY 1990, an upward trend is shown which continued through FY 1991. In FY 1992, awards decreased to \$136.3 billion. In FY 1993, procurement increased slightly. In FY 1994, awards decreased to \$132.2 billion, the lowest FY total in the last ten years. The long term trend in prime contract awards is shown in Table 3, page 11.

Small Business Performance

Small businesses received \$24,805 million during FY 1994, a decrease of \$67 million from the \$24,872 million received during FY 1993. Although the FY 1994 dollar amount of awards to small businesses decreased from the FY 1993 dollar amount, the proportion of small business to all business firms continued to show an increase. In FY 1994, small businesses received the largest percentage in the last ten years (22.1 percent) of the prime contracts awarded to all business firms for work done in the United States.

Chart I, page 9, shows that 6,438,730 procurement actions, or 66.8 percent of the total 9,636,308 actions awarded to business firms, involved small businesses.

Chart II, page 13, shows total awards to business firms, to small business firms, and percentage to small businesses for FY 1985 through FY 1994.

TABLE 1
DoD Prime Contract Awards by Type of Contractor,^{a/}
According to Defense Component: FY 1994-FY 1993^{b/}
(AMOUNTS IN THOUSANDS)

TYPE OF CONTRACTOR	TOTAL ^{b/}		ARMY		NAVY	
	Oct 93-	Oct 92-	Oct 93-	Oct 92-	Oct 93-	Oct 92-
	Sep 94	Sep 93	Sep 94	Sep 93	Sep 94	Sep 93
TOTAL^{c/}	\$132,219,300	\$138,307,134	\$29,335,628	\$31,294,657	\$39,418,302	\$41,560,800
ACTIONS OF \$25,000 OR LESS	14,105,214	14,593,737	2,483,689	2,585,229	2,844,290	3,071,162
ACTIONS OVER \$25,000	118,114,086	123,713,397	26,851,935	28,708,427	36,574,012	38,489,638
INTERAGENCY / FMS						
ACTIONS OF \$25,000 OR LESS	11,097,605	12,863,802	2,994,835	4,931,863	2,174,091	2,497,170
ACTIONS OVER \$25,000	1,333,191	1,430,892	391,076	440,053	402,198	470,772
11,764,413	11,432,909	2,603,759	4,491,809	1,771,893	1,771,893	2,026,395
FOR WORK OUTSIDE U. S.^{d/}						
ACTIONS OF \$25,000 OR LESS	5,802,092	5,826,463	1,553,922	1,834,397	1,172,574	1,075,152
ACTIONS OVER \$25,000	719,449	734,145	204,722	202,025	167,202	170,638
4,882,643	5,092,318	1,349,200	1,632,372	1,632,372	1,005,372	904,514
EDUCATIONAL + NONPROFIT INSTITUTIONS						
ACTIONS OF \$25,000 OR LESS	3,315,355	3,443,799	897,037	758,873	1,092,702	746,461
ACTIONS OVER \$25,000	115,848	124,986	30,429	32,643	23,509	26,056
3,199,507	3,318,813	866,608	726,230	726,230	1,069,192	720,005
BUSINESS FIRMS FOR WORK IN THE U. S. (SUBTOTAL)						
ACTIONS OF \$25,000 OR LESS	112,013,450	116,007,150	23,715,470	23,614,026	34,976,561	37,241,099
ACTIONS OVER \$25,000	11,145,927	12,137,194	1,683,098	1,556,009	2,049,007	2,402,378
100,267,522	103,869,357	22,032,372	21,858,016	21,858,016	32,727,555	34,838,720
SMALL BUSINESS FIRMS						
ACTIONS OF \$25,000 OR LESS	24,805,355	24,871,687	6,402,518	6,422,519	7,194,895	7,161,785
ACTIONS OVER \$25,000	6,551,327	6,496,322	1,318,306	1,362,743	1,703,560	1,821,274
18,454,028	18,375,365	5,084,212	5,059,776	5,059,776	5,491,335	5,340,512
OTHER BUSINESS FIRMS						
ACTIONS OF \$25,000 OR LESS	87,208,095	91,135,463	17,312,952	17,191,507	27,781,667	30,079,313
ACTIONS OVER \$25,000	5,394,600	5,641,472	364,792	393,266	545,447	581,104
81,813,495	85,493,992	16,948,160	16,798,241	16,798,241	27,256,220	29,498,209
SMALL BUSINESS PERCENT OF BUSINESS FIRMS						
ACTIONS OF \$25,000 OR LESS	22.1	21.4	27.0	27.2	20.6	19.2
ACTIONS OVER \$25,000	54.1	53.5	78.3	77.6	75.7	75.8
18.4	17.7	23.1	23.1	16.8	16.8	15.3

^{a/} For definitions and coverage, see notes on coverage.

^{b/} Includes Other Defense Agency awards.

^{c/} Commencing in FY 1988, includes Tariff or Regulated Acquisitions not included elsewhere in this table.

^{d/} Includes foreign firms for performance in U.S.

TABLE 1 (concluded)
DoD Prime Contract Awards by Type of Contractor,
According to Defense Component: FY 1994-FY 1993

(AMOUNTS IN THOUSANDS)

TYPE OF CONTRACTOR		AIR FORCE		DEFENSE LOGISTICS AGENCY		CIVIL FUNCTIONS	
		Oct 93-	Sep 94	Oct 92-	Sep 93	Oct 93-	Sep 94
TOTAL C/							
ACTIONS OF \$25,000 OR LESS							
ACTIONS OVER \$25,000							
INTERAGENCY / FMS							
ACTIONS OF \$25,000 OR LESS							
ACTIONS OVER \$25,000							
FOR WORK OUTSIDE U. S. D/							
ACTIONS OF \$25,000 OR LESS							
ACTIONS OVER \$25,000							
EDUCATIONAL + NONPROFIT INSTITUTIONS							
ACTIONS OF \$25,000 OR LESS							
ACTIONS OVER \$25,000							
BUSINESS FIRMS FOR WORK IN THE U.S. (SUBTOTAL)							
ACTIONS OF \$25,000 OR LESS							
ACTIONS OVER \$25,000							
SMALL BUSINESS FIRMS							
ACTIONS OF \$25,000 OR LESS							
ACTIONS OVER \$25,000							
OTHER BUSINESS FIRMS							
ACTIONS OF \$25,000 OR LESS							
ACTIONS OVER \$25,000							
SMALL BUSINESS PERCENT OF BUSINESS FIRMS							
ACTIONS OF \$25,000 OR LESS							
ACTIONS OVER \$25,000							

NOTE: Refer to first page of this table for footnotes.

TABLE 2
**DoD Prime Contract Awards by Quarter and Type of Contractor,
 According to Defense Component: FY 1994 - FY 1993** ^{A/}

(AMOUNTS IN THOUSANDS)

TYPE OF CONTRACTOR	TOTAL ^{B/}		ARMY		NAVY	
	1994	1993	FISCAL YEAR	1994	1993	FISCAL YEAR
TOTAL C/	\$132,249,300	\$138,307,134	\$29,335,628	\$31,284,657	\$39,418,302	\$41,560,800
1st Qtr, Oct-Dec	31,526,732	36,014,707	4,255,908	5,932,882	4,750,347	6,055,223
2nd Qtr, Jan-Mar	27,528,995	27,929,888	8,315,663	6,722,099	11,333,700	14,355,835
3rd Qtr, Apr-Jun	52,906,231	49,157,032	6,722,099	9,922,358	6,355,043	7,571,383
4th Qtr, Jul-Sep	11,097,605	12,883,802	2,994,835	4,931,863	12,391,734	13,579,309
INTERAGENCY / FMS					16,981,211	13,579,309
1st Qtr, Oct-Dec	2,003,375	2,418,463	744,622	941,982	297,229	638,308
2nd Qtr, Jan-Mar	1,933,140	2,518,453	586,437	465,635	511,385	869,035
3rd Qtr, Apr-Jun	2,901,732	2,112,284	903,386	894,695	423,615	423,615
4th Qtr, Jul-Sep	4,019,357	5,704,901	760,331	2,629,530	845,048	566,212
FOR WORK OUTSIDE U. S. D/	5,602,092	5,826,463	1,553,922	1,834,397	1,172,574	1,075,152
1st Qtr, Oct-Dec	814,884	1,000,917	282,988	228,537	217,881	150,438
2nd Qtr, Jan-Mar	1,208,188	1,310,915	268,533	511,715	318,290	318,290
3rd Qtr, Apr-Jun	1,000,392	1,200,410	164,032	214,733	150,155	150,155
4th Qtr, Jul-Sep	2,518,629	2,314,221	857,769	813,352	511,229	456,268
EDUCATIONAL + NONPROFIT INSTITUTIONS	3,315,355	3,443,799	897,037	758,873	1,092,702	746,461
1st Qtr, Oct-Dec	440,349	624,862	153,358	184,219	179,802	83,439
2nd Qtr, Jan-Mar	644,590	903,575	301,998	168,692	164,085	295,676
3rd Qtr, Apr-Jun	498,574	655,633	209,559	184,448	108,750	149,218
4th Qtr, Jul-Sep	1,731,872	1,239,578	231,112	221,544	640,064	218,128
BUSINESS FIRMS FOR WORK IN THE U.S. (SUBTOTAL)	112,013,450	116,007,150	23,715,470	23,614,026	34,976,561	37,241,099
1st Qtr, Oct-Dec	16,887,083	21,166,189	3,065,371	4,563,756	4,055,187	5,183,000
2nd Qtr, Jan-Mar	27,655,375	31,181,415	7,205,488	4,927,757	12,871,560	12,871,560
3rd Qtr, Apr-Jun	22,941,895	23,902,461	5,410,591	5,506,061	5,468,493	6,848,319
4th Qtr, Jul-Sep	44,529,096	33,757,085	8,034,019	8,616,452	14,981,206	12,338,219
SMALL BUSINESS FIRMS	24,805,355	24,871,687	6,402,518	6,422,519	7,194,895	7,161,785
1st Qtr, Oct-Dec	3,474,947	3,905,503	795,778	847,684	998,448	1,049,991
2nd Qtr, Jan-Mar	27,655,375	31,181,415	7,205,488	4,601,474	1,287,813	1,333,829
3rd Qtr, Apr-Jun	22,941,895	23,902,461	5,410,591	1,482,288	1,346,383	1,530,384
4th Qtr, Jul-Sep	44,529,096	33,757,085	8,034,019	2,663,988	2,941,019	3,115,250
OTHER BUSINESS FIRMS	87,208,095	91,135,463	17,312,932	17,191,507	27,781,667	30,079,313
1st Qtr, Oct-Dec	13,412,136	17,259,686	2,269,533	3,716,072	3,056,739	4,133,009
2nd Qtr, Jan-Mar	22,654,775	25,601,996	4,579,044	3,640,324	8,920,862	11,137,731
3rd Qtr, Apr-Jun	17,356,551	19,079,919	1,459,678	4,159,678	3,381,109	5,333,109
4th Qtr, Jul-Sep	33,784,633	29,198,863	5,370,051	5,675,433	9,165,956	9,375,464
SMALL BUSINESS PERCENT OF BUSINESS FIRMS	22.1	21.4	27.0	27.2	20.6	19.2
1st Qtr, Oct-Dec	20.6	18.5	26.0	18.6	24.6	20.3
2nd Qtr, Jan-Mar	18.1	17.9	20.2	26.1	14.8	13.6
3rd Qtr, Apr-Jun	24.3	20.2	27.4	24.5	28.0	22.1
4th Qtr, Jul-Sep	24.1	26.6	33.2	34.1	20.8	23.2

A/ For definitions and coverage, see notes on coverage.

B/ Includes Other Defense Agency awards.

C/ Commencing in FY 1993, includes Tariff or Regulated Acquisitions not included elsewhere in this table.

D/ Includes foreign firms for performance in U.S.

**DOD Prime Contract Awards by Quarter and Type of Contractor,
According to Defense Component: FY 1994 - FY 1993**^{a/}

(AMOUNTS IN THOUSANDS)

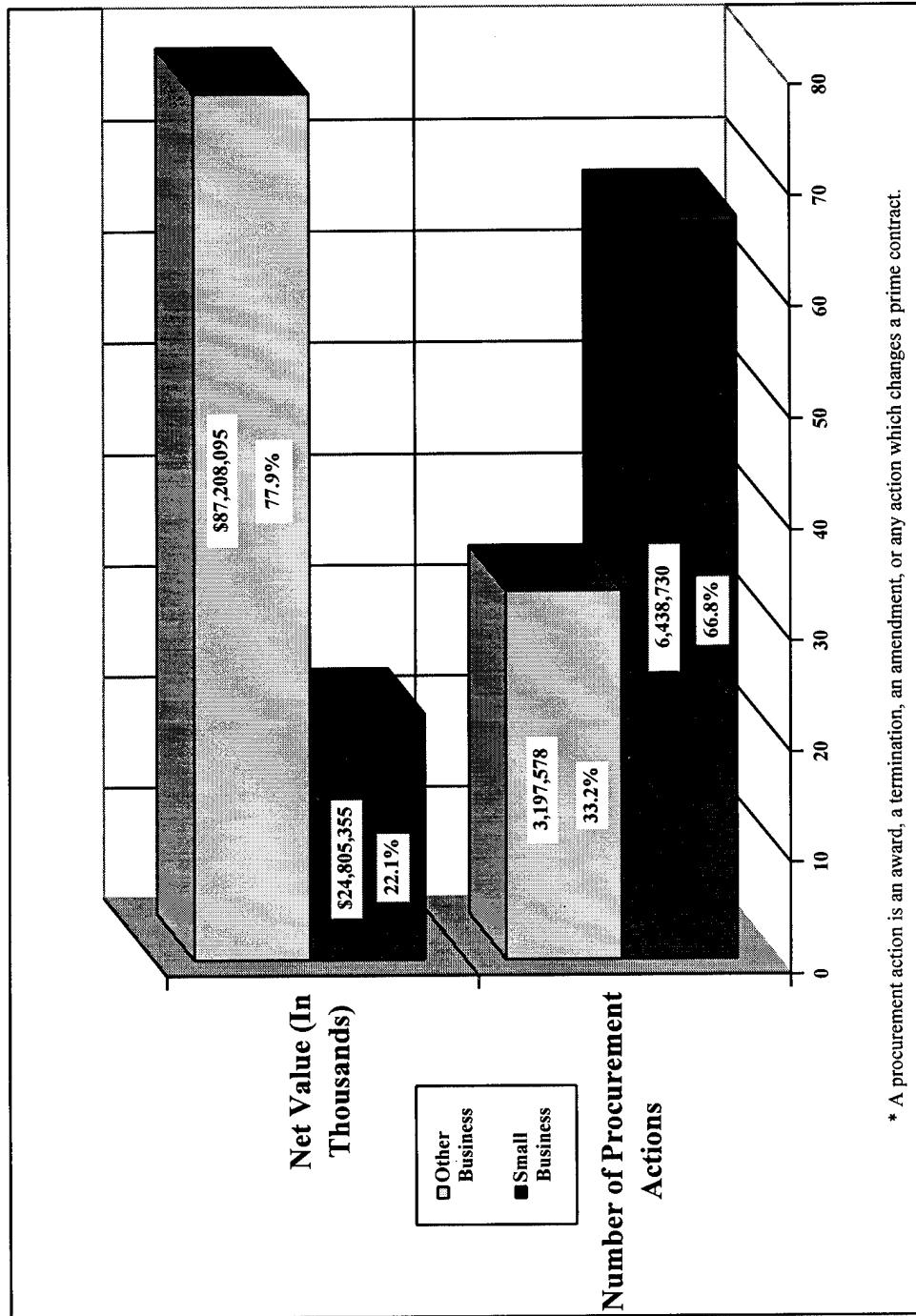
TYPE OF CONTRACTOR		AIR FORCE		DEFENSE		LOGISTICS AGENCY		CIVIL FUNCTIONS	
		1994	1993	1994	1993	1994	1993	1994	1993
TOTAL C/		\$41,948,965	\$42,708,182	\$9,623,445	\$9,772,618	\$2,717,246	\$2,559,773		
1st Qtr, Oct-Dec		7,980,174	9,069,669	2,134,651	1,820,611	533,578	533,578		
2nd Qtr, Jan-Mar		8,392,041	8,807,147	1,820,611	3,630,512	583,598	456,553		
3rd Qtr, Apr-Jun		8,277,529	8,944,554	2,037,776	1,887,339	678,146	396,936		
4th Qtr, Jul-Sep		17,299,221	15,886,812	3,630,407	2,413,235	1,088,678	1,172,705		
INTERAGENCY / FMS		5,528,979	5,095,506	252,257	195,909	61,054	59,109		
FOR WORK OUTSIDE U. S. D/		1,002,909	790,836	32,624	31,116	9,315	9,313		
1st Qtr, Oct-Dec		810,349	1,141,806	59,142	52,734	10,180	9,123		
2nd Qtr, Jan-Mar		1,511,578	730,518	33,938	35,057	11,791	12,248		
3rd Qtr, Apr-Jun		2,204,142	2,432,446	126,553	76,502	29,167	28,425		
4th Qtr, Jul-Sep		1,420,201	1,169,183	1,290,989	1,546,089	11,229	10,396		
EDUCATIONAL + NONPROFIT INSTITUTIONS		201,486	118,910	108,924	479,260	2,578	2,082		
1st Qtr, Oct-Dec		295,151	182,479	477,159	221,655	730	5,226		
2nd Qtr, Jan-Mar		163,615	242,366	378,833	570,609	619	2,116		
3rd Qtr, Apr-Jun		759,350	625,459	326,023	275,055	7,302	972		
4th Qtr, Jul-Sep		1,045,295	1,462,502	107,147	105,294	24,232	27,079		
BUSINESS FIRMS FOR WORK IN THE U.S. (SUBTOTAL)		72,141	294,273	6,582	19,287	5,438	3,454		
1st Qtr, Oct-Dec		125,558	389,081	10,294	14,179	3,968	3,718		
2nd Qtr, Jan-Mar		110,382	201,982	34,543	19,602	7,302	9,084		
3rd Qtr, Apr-Jun		737,215	571,186	55,728	52,626	7,543	10,722		
4th Qtr, Jul-Sep		33,847,653	34,079,675	7,922,247	7,922,247	2,614,310	2,457,709		
1st Qtr, Oct-Dec		6,703,632	7,865,518	1,986,231	1,310,875	347,055	518,065		
2nd Qtr, Jan-Mar		7,160,817	7,093,767	1,273,878	1,342,034	567,157	437,892		
3rd Qtr, Apr-Jun		6,491,738	7,769,171	1,590,261	1,260,987	657,333	372,221		
4th Qtr, Jul-Sep		13,591,465	12,251,219	3,121,877	2,008,950	1,032,765	1,159,631		
SMALL BUSINESS FIRMS		5,168,574	5,305,582	3,517,584	3,556,145	1,079,624	909,327		
1st Qtr, Oct-Dec		778,938	913,091	712,514	712,368	147,624	136,507		
2nd Qtr, Jan-Mar		1,007,119	900,240	563,210	1,130,726	250,090	169,959		
3rd Qtr, Apr-Jun		898,918	825,946	811,884	646,906	262,783	169,139		
4th Qtr, Jul-Sep		2,482,898	2,666,305	1,429,876	1,065,946	419,127	433,682		
OTHER BUSINESS FIRMS		28,778,979	29,674,093	4,454,663	4,366,401	1,534,687	1,548,383		
1st Qtr, Oct-Dec		5,924,594	6,952,427	1,273,717	588,008	199,431	381,558		
2nd Qtr, Jan-Mar		6,552,98	6,933,527	710,568	2,152,08	614,081	261,883		
3rd Qtr, Apr-Jun		5,592,820	6,943,226	778,378	943,005	394,550	202,982		
4th Qtr, Jul-Sep		11,108,567	9,384,913	1,632,001	943,005	623,638	693,950		
SMALL BUSINESS PERCENT OF BUSINESS FIRMS		15.2	15.2	44.1	44.9	41.3	37.0		
1st Qtr, Oct-Dec		11.6	11.6	35.9	54.4	42.5	26.3		
2nd Qtr, Jan-Mar		14.1	12.7	44.2	44.1	40.0	38.5		
3rd Qtr, Apr-Jun		13.8	10.6	51.3	40.2	40.2	45.5		
4th Qtr, Jul-Sep		18.3	21.8	45.8	53.1		38.4		

NOTE: Refer to first page of this table for footnotes.

Chart I

Number, Net Value, and Percent Distribution of DoD Small and Other Business Procurement Actions:

Fiscal Year 1994



* A procurement action is an award, a termination, an amendment, or any action which changes a prime contract.

TABLE 3
DoD Prime Contract Awards by Type of Contractor
and Defense Component: FY 1994 - FY 1985 ^{a/}

(AMOUNTS IN MILLIONS)

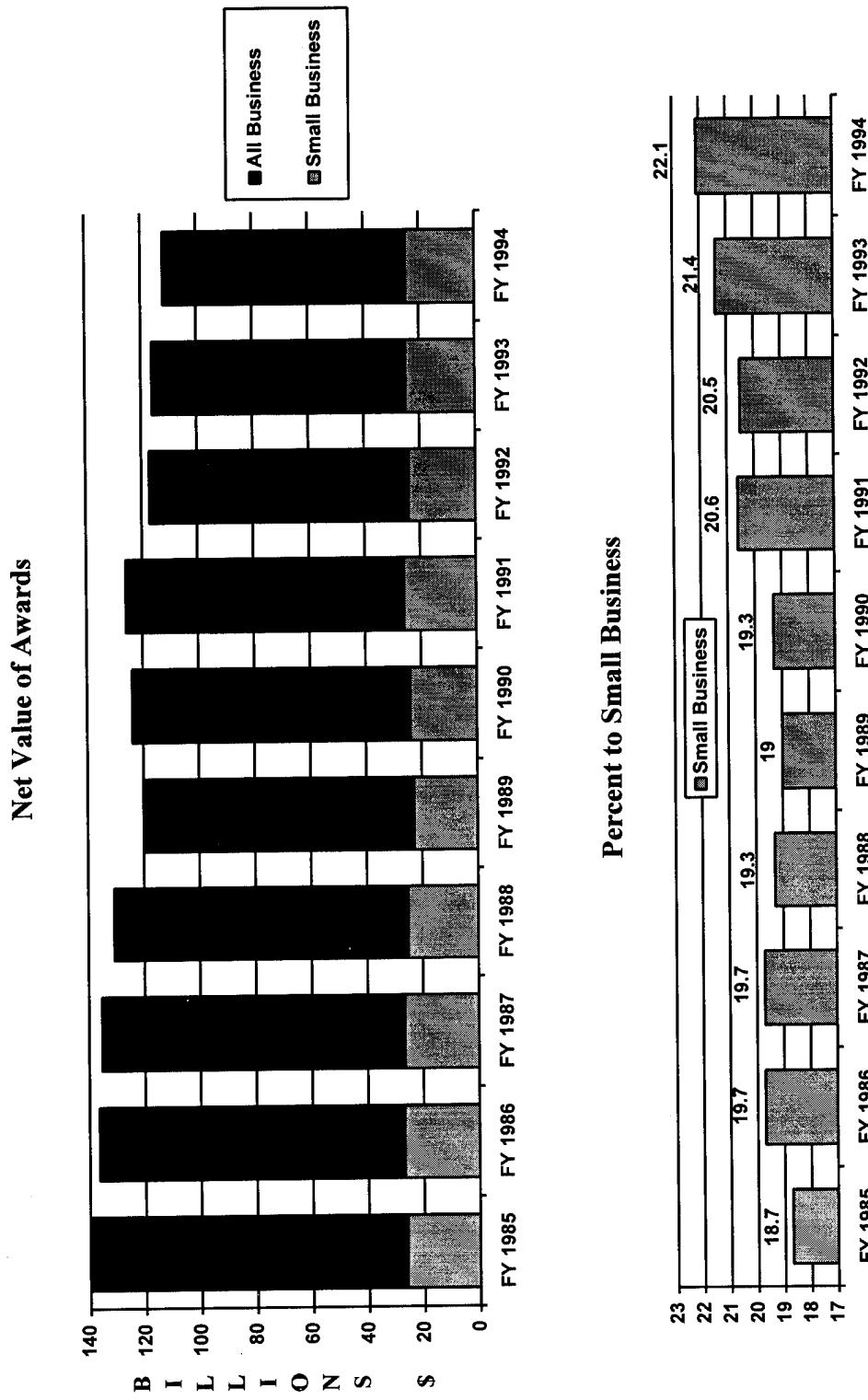
TYPE OF CONTRACTOR	FY 1994	FY 1993	FY 1992	FY 1991	FY 1990	FY 1989	FY 1988	FY 1987	FY 1986	FY 1985
TOTAL B/	\$132,219	\$138,307	\$136,297	\$150,855	\$144,672	\$139,343	\$151,353	\$156,508	\$158,829	\$163,725
Army	29,336	31,295	30,889	36,890	33,333	31,979	32,846	36,800	37,512	37,497
Navy	39,438	41,561	43,156	45,816	46,945	47,831	55,843	54,774	49,630	52,126
Air Force	41,949	42,708	40,523	48,234	46,902	43,915	46,633	47,305	48,852	53,103
Defense Logistics Agency	9,623	9,773	8,490	13,331	11,120	10,923	11,166	11,229	16,547	15,173
Civil Functions	2,717	2,560	2,818	2,332	2,122	1,495	2,169	2,198	1,711	1,767
Other Defense Agencies	9,176	10,411	10,421	4,241	4,250	3,200	2,696	4,220	4,578	3,960
INTERAGENCY/FMS	11,098	12,864	9,577	11,948	9,964	9,579	8,919	8,809	9,884	12,399
Army	2,995	4,932	2,856	4,183	2,281	1,679	1,789	1,800	2,523	2,596
Navy	2,114	2,497	2,022	3,033	2,948	3,416	3,193	3,346	2,841	4,229
Air Force	5,539	5,096	3,669	4,311	4,378	4,147	3,493	2,729	3,772	4,158
Defense Logistics Agency	252	196	169	196	134	218	251	326	375	366
Civil Functions	61	59	56	66	64	41	72	73	77	75
Other Defense Agencies	86	84	105	119	159	79	121	236	295	275
FOR WORK OUTSIDE U. S. C/	5,602	5,826	5,941	9,178	7,149	6,381	8,149	8,863	9,081	8,611
Army	1,554	1,834	1,820	2,232	2,280	2,331	3,082	3,423	3,113	3,205
Navy	1,113	1,075	1,332	2,371	1,442	1,287	1,455	1,403	1,404	1,068
Air Force	1,820	1,169	1,707	1,943	1,705	1,213	1,924	2,367	1,894	1,446
Defense Logistics Agency	1,281	1,546	933	2,333	1,570	1,432	1,583	1,571	2,578	2,535
Civil Functions	11	10	14	8	10	1	20	16	4	507
Other Defense Agencies	153	191	135	265	142	138	86	84	87	50
EDUCATIONAL + NONPROFIT INSTITUTIONS	3,315	3,444	3,438	3,646	3,530	3,222	3,469	3,495	3,368	3,129
Army	897	759	698	634	443	423	440	474	437	403
Navy	1,033	746	866	831	837	952	1,142	1,081	1,152	1,073
Air Force	1,055	1,463	1,126	1,516	1,81	1,614	1,614	1,595	1,450	1,450
Defense Logistics Agency	107	105	109	195	110	115	89	100	90	83
Civil Functions	24	27	23	21	26	19	42	33	41	61
Other Defense Agencies	149	344	316	387	332	159	142	212	198	181
BUSINESS FIRMS FOR WORK IN THE U. S. (SUBTOTAL)	112,013	116,007	117,151	125,878	123,821	120,003	130,815	135,340	136,497	139,587
Army	23,715	23,614	25,330	29,612	28,127	27,442	27,534	31,003	31,439	31,192
Navy	34,917	37,241	38,355	39,610	41,717	42,116	50,054	48,094	44,232	45,656
Air Force	33,948	34,980	33,121	40,319	39,036	36,949	39,601	40,315	44,737	45,669
Defense Logistics Agency	7,912	7,923	7,277	10,606	9,003	9,177	9,244	9,322	13,503	12,190
Civil Functions	2,614	2,458	2,723	2,233	2,018	1,444	2,035	1,589	1,588	1,624
Other Defense Agencies	8,787	9,792	9,865	3,465	3,616	2,834	2,347	3,387	3,997	3,455
SMALL BUSINESS FIRMS	24,805	24,872	23,989	25,936	23,956	22,772	25,229	26,624	26,914	26,049
Army	6,403	6,423	6,131	6,717	5,771	5,137	6,462	7,522	7,628	7,749
Navy	7,155	7,162	7,629	7,875	7,673	7,688	8,157	7,755	7,421	7,022
Air Force	5,169	5,306	4,685	5,345	5,063	4,563	5,561	4,561	4,869	4,033
Defense Logistics Agency	3,518	3,555	2,951	4,383	3,913	3,913	3,910	4,662	5,445	5,336
Civil Functions	1,080	1,043	1,043	935	821	682	979	1,010	924	883
Other Defense Agencies	1,442	1,516	1,569	683	607	453	472	784	627	555
SMALL BUSINESS PERCENT OF BUSINESS FIRMS	22.1 %	21.4 %	20.5 %	19.3 %	19.0 %	19.3 %	19.3 %	19.3 %	19.7 %	18.7 %
Army	27.0	27.2	24.2	22.7	20.5	18.7	23.5	24.3	24.8	24.8
Navy	20.6	19.2	20.0	19.9	18.4	18.3	16.3	15.8	16.8	15.4
Air Force	15.2	15.2	13.8	13.2	12.4	12.4	13.2	13.2	11.7	10.3
Defense Logistics Agency	44.1	44.9	40.5	41.3	42.1	46.0	43.2	45.1	42.1	42.1
Civil Functions	41.3	37.0	38.3	41.9	47.6	47.6	55.6	58.2	58.2	54.4
Other Defense Agencies	16.4	15.5	15.9	15.9	16.8	16.0	20.1	21.3	15.7	16.1

A/ For definitions and coverage, see notes on coverage.
 B/ Commencing with FY 1989, the total includes Tariff or Regulated Acquisitions not included elsewhere in this table.
 C/ Includes foreign firms for performance in U.S.
 * Less than \$500,000.

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 Directorate for Information Operations and Reports

Chart II

Net Value of DoD Prime Contract Awards to Small Businesses, to All Businesses,
and Percent Distribution to Small Businesses: FY 1985 - 1994



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AWARDS BY PROCUREMENT PROGRAM

Data on the net value of prime contract awards to businesses in the United States, by procurement program, are shown in Table 5, page 17, for FY 1994 and FY 1993, and in Table 6, page 21, for FY 1985 through FY 1994. Table 6a, page 23, provides data on awards, by procurement program, according to the Defense Component making the awards, for FY 1985 through FY 1994.

Total DoD procurement from U.S. businesses for work performed in the United States during FY 1994 totaled \$112,013 million; \$3,994 million (3.4 percent) less than FY 1993. A comparison of FY 1994 totals show a decrease in the Major Hard Goods Category, with a relatively slight increase in Services and All Other Categories.

The largest decreases in the procurement programs were in Ships, \$2,171 million; Electronics and Communication Equipment, \$1,771 million; and Ammunition, \$1,209 million. The programs with the largest increases were Construction, \$2,787 million; Airframes and Related Assemblies and Spares, \$521 million; and Combat Vehicles, \$280 million.

Chart III, page 19, shows awards to all businesses and percentage distribution to small businesses by procurement program for FY 1994 and FY 1993.

**DoD Prime Contract Awards to All Businesses and to Small Businesses,
by Procurement Program: FY 1994 - FY 1993 A/**

(AMOUNTS IN THOUSANDS)

PROCUREMENT PROGRAM	October 1993 - September 1994			October 1992 - September 1993		
	TOTAL	%	SMALL BUSINESS	TOTAL	%	SMALL BUSINESS
Amount (1)	Amount (2)	Amount (3)	Amount (1)	Amount (2)	Amount (3)	B/ (5)
TOTAL /C	\$132,219,300			\$138,307,134		
INTERAGENCY/FMS				12,863,802		
FOR WORK OUTSIDE U. S. D/	11,097,605			5,826,463		
EDUCATIONAL + NON-PROFIT INSTITUTIONS	5,602,092			3,443,799		
BUSINESS FIRMS FOR WORK IN THE U. S. (SUB-TOTAL)	3,315,355			116,007,150	100.0	\$24,871,687
MAJOR HARD GOODS (SUB-TOTAL)	112,013,450	100.0	\$24,805,355	100.0	22.1	100.0
AIRCRAFT (SUB-TOTAL)	59,242,008	56.9	4,627,359	18.7	7.8	64,545,052
AIRFRAMES AND RELATED ASSEMBLIES AND SPARES	23,497,249	21.0	880,059	3.6	3.8	22,951,997
AIRCRAFT ENGINES AND RELATED SPARES	17,614,902	15.7	345,700	1.4	2.0	17,094,222
OTHER AIRCRAFT EQUIPMENT AND SUPPLIES	2,729,446	2.4	130,577	0.5	4.8	2,996,119
MISSILE AND SPACE SYSTEMS	3,153,101	2.8	403,782	1.6	12.8	2,951,656
SHIPS	11,591,323	10.4	761,273	3.1	6.6	12,133,067
TANK-AUTOMOTIVE (SUB-TOTAL)	6,836,228	6.1	678,043	2.7	9.9	9,006,798
COMBAT VEHICLES	2,383,673	2.1	290,855	1.2	12.2	2,354,113
NON-COMBAT VEHICLES	1,401,648	0.9	114,615	0.5	8.2	1,121,640
WEAPONS	982,025	0.9	176,240	0.7	18.0	1,232,473
ARMAMENT	1,024,736	0.9	147,688	0.6	14.4	1,210,560
ELECTRONICS AND COMMUNICATION EQUIPMENT	1,167,799	1.3	144,345	0.6	9.8	2,678,436
SERVICES	12,441,000	11.1	1,725,097	7.0	13.9	14,212,080
ALL OTHER (SUB-TOTAL)	35,108,257	31.3	15,476,036	62.4	44.1	33,947,511
SUBSISTENCE	1,513,081	1.4	428,085	1.7	28.3	1,741,204
TEXTILES, CLOTHING AND EQUIPAGE	568,721	0.5	393,379	1.6	69.2	573,910
FUELS + LUBRICANTS (SUB-TOTAL)	3,374,005	3.0	1,024,691	4.1	30.4	3,203,700
PETROLEUM	3,168,372	2.8	919,438	3.7	29.0	3,018,538
OTHER FUELS + LUBRICANTS SEPARATELY PROCURED CONTAINERS, HANDLING EQUIP.	191,039	0.2	90,799	0.4	47.5	163,025
MISCELLANEOUS HARD GOODS (SUB-TOTAL)	14,194	*	14,454	0.1	99.0	22,137
BUILDING SUPPLIES	6,329,272	5.7	2,153,722	8.7	34.0	7,500,406
TRANSPORTATION EQUIPMENT	46,559	*	38,032	0.2	81.7	67,739
PRODUCTION EQUIPMENT	160,880	0.1	52,954	0.2	32.9	100.0
CONSTRUCTION EQUIPMENT	36,446	*	16,360	0.2	100.0	709
MEDICAL + DENTAL SUPPLIES + EQUIPMENT	273,106	0.2	36,202	0.1	13.3	201,181
PHOTOGRAPHIC EQUIPMENT + SUPPLIES	32,098	*	14,269	0.1	44.5	35,354
MATERIALS HANDLING EQUIPMENT	29,490	*	25,303	0.1	85.8	301,605
ALL OTHER SUPPLIES + EQUIPMENT	5,750,332	5.1	1,970,295	7.9	34.3	6,791,477
CONSTRUCTION	11,577,252	10.3	5,124,532	20.7	44.3	8,790,497
ALL ACTIONS OF \$25,000 OR LESS	11,745,327	10.5	6,351,327	25.6	54.1	12,137,794

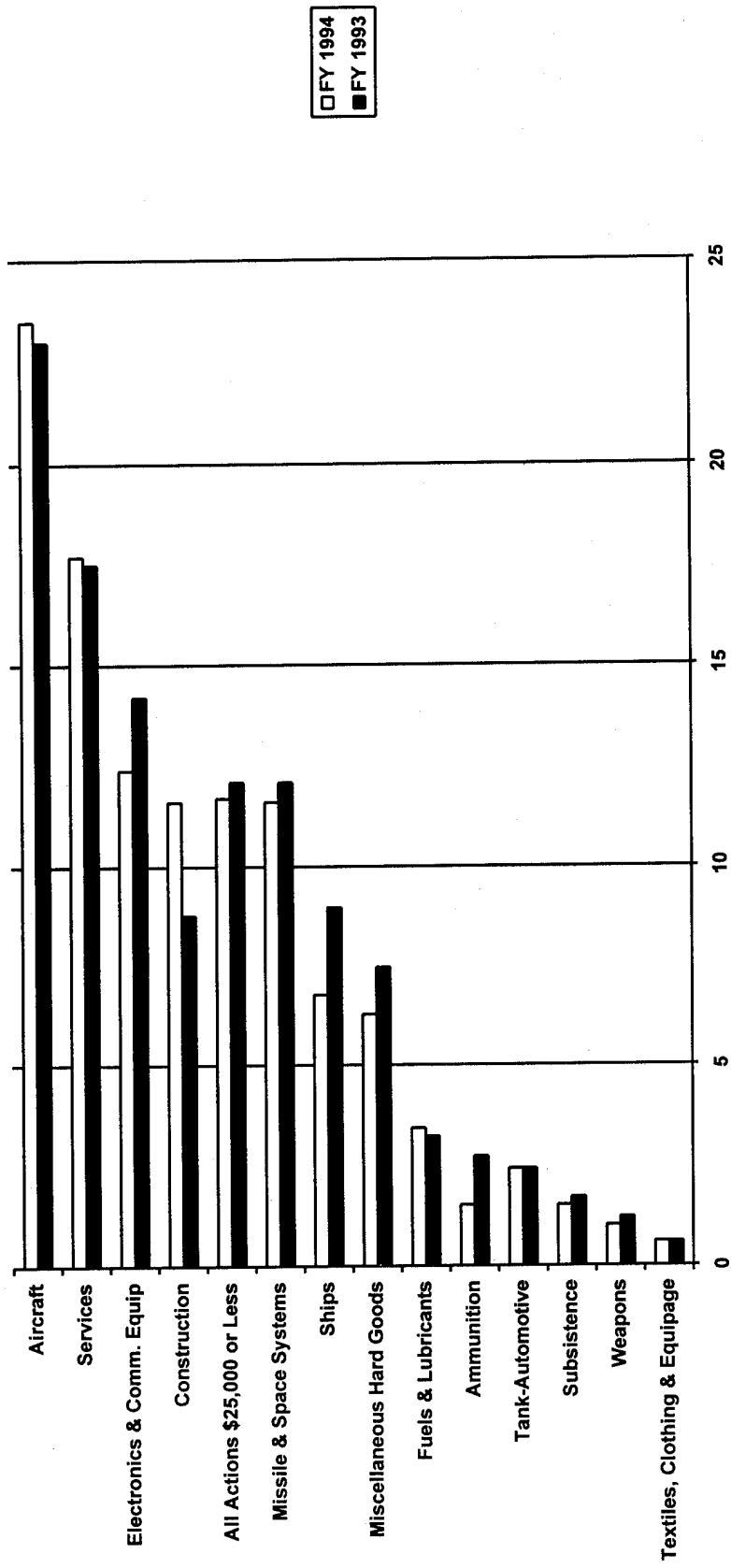
A/ For definitions and coverage, see notes on coverage.
B/ Percentage of small business firms (column 3) to all business firms for work in the U.S. (column 1).
C/ Commencing with FY 1989, the total includes Tariff or Regulated Acquisitions not included elsewhere in this table.
D/ Includes foreign firms for performance in U.S.
* Less than 0.05 percent.

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Chart III

**Net Value of DoD Prime Contract Awards to All Businesses and Percent Distribution to Small Businesses,
by Procurement Program: FY 1994 - FY 1993**

Net Value to All Businesses



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*Prepared By: Washington Headquarters Services
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Chart III (concluded)

**Net Value of DoD Prime Contract Awards to All Businesses and Percent Distribution to Small Businesses,
by Procurement Program: FY 1994 - FY 1995**

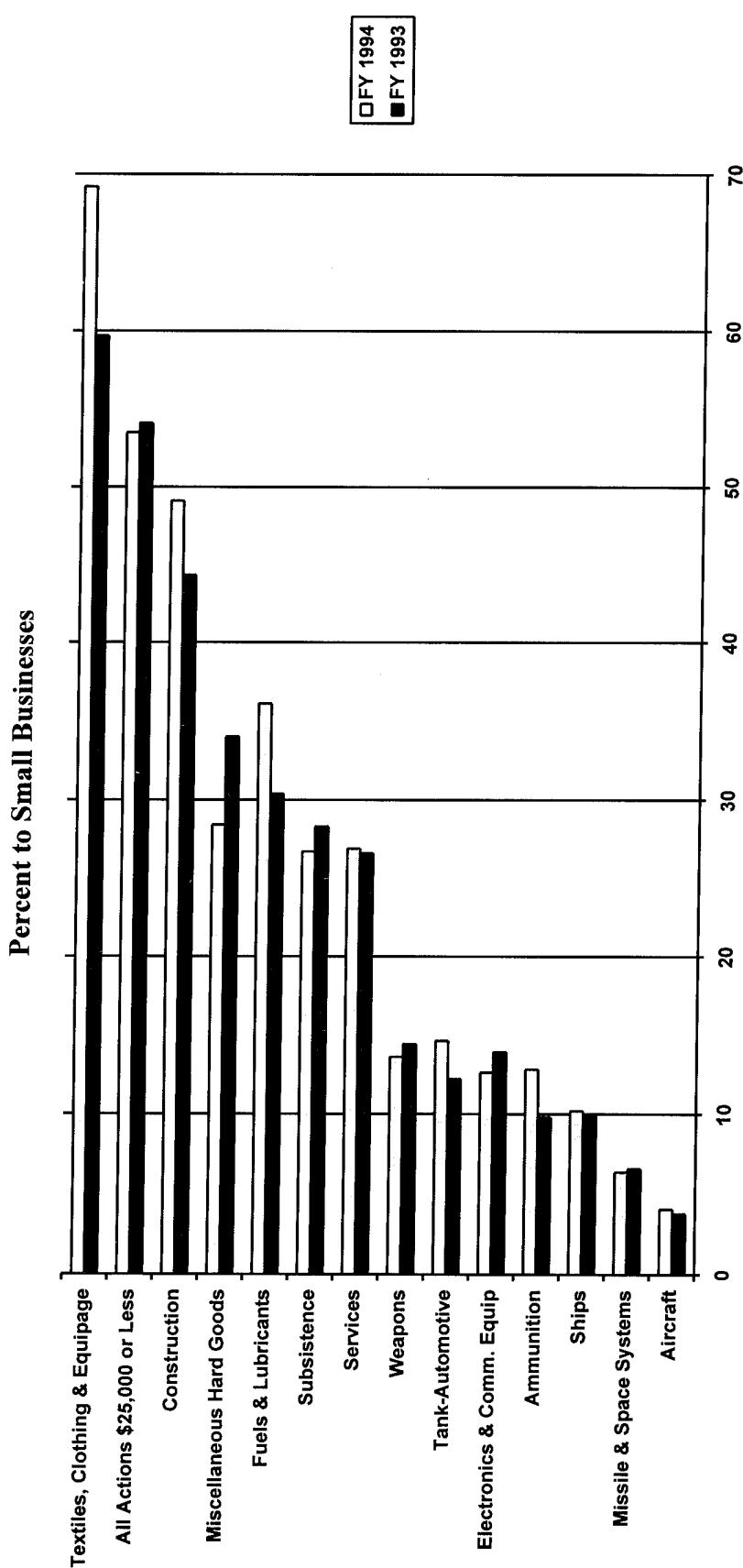


TABLE 6
DoD Prime Contract Awards to All Businesses and to Small Businesses,
by Procurement Program: FY 1994 - FY 1990 ^{A/}

PROCUREMENT PROGRAM		NET VALUE (\$ 000)				PERCENT					
		FY 1994	FY 1993	FY 1992	FY 1991	FY 1990	FY '94	FY '93	FY '92	FY '91	FY '90
TOTAL	B/	\$132,219,300	\$138,307,134	\$136,296,711	\$150,855,269	\$144,672,473					
INTERGENCY/FMS		11,097,605	12,863,802	9,576,847	11,907,332	9,964,253					
FOR WORK OUTSIDE THE U.S. C/		5,602,092	5,826,463	5,941,341	9,178,174	7,149,132					
EDUCATIONAL AND NONPROFIT INSTITUTIONS		3,315,355	3,443,799	3,438,236	3,645,617	3,529,523					
BUSINESS FIRMS FOR WORK IN THE U.S.											
BUSINESS FIRMS TOTAL		112,013,450	116,007,150	117,150,787	125,878,379	123,826,831	100.0	100.0	100.0	100.0	100.0
MAJOR HARD GOODS (SUBTOTAL)		64,545,052	67,052,198	74,127,414	78,120,269	52,9	55.6	57.2	58.9	63.9	63.9
Aircraft		22,951,997	24,059,254	23,637,167	23,994,463	21.0	19.8	20.5	18.8	19.4	19.4
Missile and Space Systems		12,333,967	13,122,239	13,351,888	12,126,823	10.5	10.5	11.2	13.0	13.8	13.8
Ships		9,006,198	8,255,915	9,313,719	10,303,581	6.1	7.8	7.0	7.4	8.3	8.3
Tank-Automotive		2,554,113	2,724,818	4,322,993	3,322,970	2.1	2.0	2.3	3.4	2.7	2.7
Weapons		1,210,560	1,418,510	1,711,428	1,844,130	0.9	1.0	1.2	1.4	1.5	1.5
Ammunition		2,676,436	3,561,910	4,032,453	4,032,453	1.3	2.8	2.8	3.3	3.3	3.3
Electronics and Communications Equip.		14,212,080	14,255,413	15,219,506	18,487,823	11.1	12.3	12.2	12.1	14.9	14.9
SERVICES		17,663,185	17,330,305	16,937,287	14,637,670	15.8	15.1	14.8	13.5	11.8	11.8
ALL OTHER (SUBTOTAL)		33,194,757	32,778,284	34,813,618	30,062,892	31.3	29.3	28.0	27.7	24.3	24.3
Subsistence		1,513,281	1,441,204	1,449,918	2,243,299	1,605,594	1.4	1.5	1.3	1.8	1.3
Textiles, Clothing, and Equipage		568,121	513,910	666,719	632,714	0.5	0.5	0.6	0.6	0.6	0.6
Fuels and Lubricants		3,314,005	3,203,700	2,766,817	3,683,514	3,771,388	3.0	2.8	2.4	2.9	3.0
Miscellaneous Hard Goods		6,329,272	7,500,406	7,441,619	7,620,672	5,056,160	5.7	6.5	6.4	5.7	5.7
Construction		11,757,252	8,790,497	8,255,521	8,586,177	5,757,232	10.3	7.6	7.0	6.8	4.6
All Actions of \$25,000 or Less		11,745,927	12,137,794	12,163,540	11,350,392	11,127,661	10.5	10.5	10.4	9.0	9.0
SMALL BUSINESS FIRMS FOR WORK IN THE U.S.											
SMALL BUSINESS TOTAL		24,805,355	24,871,887	23,988,906	25,936,484	23,955,745	22.1	21.4	20.5	20.6	19.3
MAJOR HARD GOODS (SUBTOTAL)		5,257,649	5,417,521	5,788,734	6,102,841	7.8	8.1	8.1	7.8	7.7	7.7
Aircraft		931,255	832,537	1,144,071	1,082,380	3.7	4.1	3.5	4.8	4.2	4.2
Missile and Space Systems		771,104	792,510	687,450	675,614	6.6	6.4	6.0	6.0	3.9	3.9
Ships		914,784	1,069,913	1,143,097	1,588,697	9.9	10.2	13.0	12.3	15.4	15.4
Tank-Automotive		290,855	344,194	427,519	602,807	4,465,825	12.2	14.6	13.9	14.0	14.0
Weapons		147,888	155,047	185,731	204,319	239,534	14.4	13.6	13.1	13.0	13.0
Ammunition		144,445	131,337	136,716	1,30,724	37,300	9.8	12.8	9.2	9.1	9.1
Electronics and Communications Equip.		1,725,987	1,187,227	1,722,555	1,705,266	1,679,391	13.9	12.6	12.1	11.2	11.2
SERVICES		4,701,559	4,709,237	4,416,784	4,333,665	4,202,934	26.6	26.9	25.5	25.6	28.7
ALL OTHER (SUBTOTAL)		15,476,036	14,904,801	14,151,600	15,814,085	13,649,970	44.1	43.9	43.2	45.4	45.4
Subsistence		4,481,085	4,444,125	4,151,161	4,059,874	691,267	28.3	26.7	27.7	43.1	43.1
Textiles, Clothing, and Equipage		292,379	322,344	332,795	1,712,912	496,357	69.2	59.7	51.5	53.5	56.6
Fuels and Lubricants		1,054,911	1,157,898	835,213	911,056	1,053,014	30.4	35.1	30.2	24.8	27.9
Miscellaneous Hard Goods		2,113,122	2,158,909	2,001,855	2,155,036	2,087,270	34.0	38.4	26.9	28.3	29.6
Construction		5,154,332	4,315,403	4,151,627	4,619,850	3,122,523	44.3	50.3	53.8	54.2	55.7
All Actions of \$25,000 or Less		6,351,327	6,496,322	6,414,889	6,355,357	6,199,539	54.1	52.7	52.7	56.0	55.7

A/ For definitions and coverage, see notes on coverage.
B/ Commencing with FY 1989, the total includes Tariff or Regulated Acquisitions not included elsewhere in this table.
C/ Includes foreign concerns with performance in U.S.

TABLE 6 (concluded)
DoD Prime Contract Awards to All Businesses and to Small Businesses,
by Procurement Program: FY 1989 – FY 1985 ^{a/}

PROCUREMENT PROGRAM		NET VALUE (\$000)				PERCENT			
		FY 1989	FY 1988	FY 1987	FY 1986	FY 1985	FY '89	FY '88	FY '87
TOTAL	B/	\$139,343,457	\$151,352,713	\$156,507,586	\$158,829,340	\$163,725,360			
INTERFAGENCY/FMS		9,579,281	8,919,370	8,808,963	9,883,818	12,338,566			
FOR WORK OUTSIDE THE U.S.	C/	6,380,922	8,149,175	8,863,365	9,080,746	8,611,099			
EDUCATIONAL AND NONPROFIT INSTITUTIONS		3,272,473	3,469,352	3,494,958	3,367,718	3,129,061			
BUSINESS FIRMS FOR WORK IN THE U.S.									
BUSINESS FIRMS TOTAL		120,002,855	130,814,816	135,340,300	136,497,058	139,586,634	100.0	100.0	100.0
MAJOR HARD GOODS (SUBTOTAL)		85,856,513	93,015,159	92,822,136	98,144,846	66,6	65.6	68.7	68.0
Aircraft		24,978,326	19,683,991	32,267,221	34,559,580	20.2	18.1	20.5	23.6
Missile and Space Systems		18,731,056	19,781,484	19,355,707	18,657,959	15.6	15.1	14.6	14.2
Ships		9,596,142	13,716,220	11,474,728	10,454,943	8.0	8.5	6.9	7.5
Tank-Automotive		3,821,223	3,927,395	4,855,662	5,152,556	3.7	3.6	3.8	3.7
Weapons		1,558,633	1,667,449	2,098,819	2,618,277	1.3	1.3	1.6	1.7
Ammunition		3,900,238	4,119,354	4,509,044	4,624,333	3.3	3.4	3.3	3.4
Electronics and Communications Equip.		18,100,546	17,753,289	22,567,471	19,743,183	22,037,558	15.1	13.6	14.5
SERVICES		11,708,497	12,029,739	11,044,330	10,447,432	9,126,012	9.8	9.2	8.2
ALL OTHER (SUBTOTAL)		28,376,856	32,928,564	31,280,811	33,227,490	32,315,776	23.6	25.2	24.3
Subsistence		1,261,301	1,259,007	1,178,445	1,261,358	1,033,603	1.1	1.0	0.9
Textiles, Clothing, and Equipage		8,859,577	1,159,449	985,534	1,557,914	1,143,080	0.7	0.7	0.7
Fuels and Lubricants		3,455,105	3,292,155	3,038,834	7,35,691	6,317,554	2.9	2.5	2.2
Miscellaneous Hard Goods		6,984,804	7,475,382	6,020,944	5,567,886	5,452,322	5.8	5.9	5.3
Construction		7,445,552	8,066,574	8,895,666	7,332,128	7,853,320	6.2	6.2	5.6
All Actions of \$25,000 or Less		8,345,517	11,414,967	11,162,388	10,491,813	10,453,287	7.0	8.7	7.7
SMALL BUSINESS FIRMS FOR WORK IN THE U.S.									
SMALL BUSINESS TOTAL		22,771,551	25,228,786	26,524,157	26,914,262	26,048,769	19.0	19.3	19.7
MAJOR HARD GOODS (SUBTOTAL)		5,854,002	7,145,431	7,481,432	6,801,601	7.1	6.8	7.7	8.1
Aircraft		1,110,770	1,310,050	1,354,528	1,181,395	4.6	4.5	4.7	4.2
Missile and Space Systems		659,297	768,294	645,708	453,777	3.7	3.3	3.9	3.3
Ships		1,359,855	1,475,831	1,499,882	1,298,953	14.2	8.7	12.9	15.9
Tank-Automotive		3,357,394	3,394,365	7,10,468	9,91,441	9.4	14.6	14.8	15.5
Weapons		213,145	235,679	330,176	343,008	252,652	14.0	14.1	15.7
Ammunition		301,679	412,887	429,779	517,803	613,663	10.0	14.6	14.9
Electronics and Communications Equip.		1,643,575	1,833,023	2,111,533	2,841,554	2,049,310	9.1	10.3	9.4
SERVICES		3,461,160	3,770,752	3,465,667	2,808,988	2,600,109	29.6	31.3	31.4
ALL OTHER (SUBTOTAL)		13,621,574	15,604,032	16,013,059	16,523,842	16,647,059	48.0	47.4	51.2
Subsistence		5,513,149	5,00,235	4,11,720	4,98,925	4,43,005	42.9	39.7	41.5
Textiles, Clothing, and Equipage		606,614	880,245	740,799	890,877	906,738	70.6	76.5	73.6
Fuels and Lubricants		1,152,910	670,634	857,598	1,899,118	1,659,018	33.2	34.2	32.8
Miscellaneous Hard Goods		1,970,878	2,214,355	2,342,794	2,03,778	2,17,955	28.4	28.2	29.9
Construction		4,686,353	5,043,325	5,536,190	5,083,091	5,74,887	62.8	63.3	73.5
All Actions of \$25,000 or Less		4,681,670	6,295,397	6,124,158	5,748,035	5,664,536	56.1	55.2	54.8

Note: Refer to first page of this table for footnotes.

Prepared By: Washington Headquarters Services
 Directorate for Information Operations and Reports

TABLE 6a
**DoD Prime Contract Awards by Procurement Program,
 According to Defense Component: FY 1994 – FY 1993**

(AMOUNTS IN THOUSANDS)

MAJOR PROGRAM	TOTAL	ARMY	NAVY	AIR FORCE	DEFENSE LOGISTICS AGENCY	CIVIL FUNCTIONS	OTHER DEFENSE AGENCIES	FISCAL YEAR 1994
								FISCAL YEAR 1993
BUSINESS FIRMS FOR WORK IN THE U.S. (TOTAL) B/	\$112,013,450	\$23,715,470	\$34,976,561	\$33,947,653	\$7,972,247	\$2,614,310	\$8,787,208	
MAJOR HARD GOODS (SUBTOTAL)	53,242,008	11,756,880	21,679,925	24,344,249	509,293	44,188	907,473	
Aircraft	23,497,249	1,862,413	6,952,201	14,483,901	189,949	0	8,785	
Missile and Space Systems	11,551,323	3,061,836	3,628,431	4,885,613	4,938	0	506	
Ships	6,336,228	3,125,756	6,755,185	3,792	47,826	16,107	782	
Tank-Automotive	2,383,673	2,142,026	6,677	102,334	68,944	177	546	
Weapons	1,024,736	490,189	38,492	144,603	14,168	0	90	
Ammunition	1,467,799	1,117,197	144,603	205,873	125	0	0	
Electronics and Communications Equip.	12,441,000	3,070,643	3,747,336	4,508,608	189,744	27,905	896,764	
SERVICES	17,663,185	4,914,891	5,354,598	4,092,913	191,776	413,528	2,695,480	
ALL OTHER (SUBTOTAL)	35,108,257	7,043,699	7,942,039	5,510,491	7,211,118	2,156,595	5,184,255	
Subsistence	1,513,081	17,018	12,665	46	850,333	0	633,019	
Textiles, Clothing, and Equipage	568,721	44,219	15,317	26,095	482,904	152	37	
Fuels and Lubricants	3,374,055	5,646	20,587	7,840	3,329,904			
Miscellaneous Hard Goods	6,329,072	827,358	1,782,920	2,251,275	806,008	1,126,471	535,239	
Construction	11,745,927	4,466,359	3,865,544	1,485,694	14,044	1,727,330	21,241	
All Actions of \$25,000 or Less	1,683,098	2,249,007	1,738,541	1,777,919	302,644	3,994,719	3,994,719	
BUSINESS FIRMS FOR WORK IN THE U.S. (TOTAL) B/	\$116,007,150	\$23,614,026	\$37,241,099	\$34,979,675	\$7,922,547	\$2,457,709	\$9,792,095	
MAJOR HARD GOODS (SUBTOTAL)	64,545,052	13,389,164	25,556,043	24,688,187	454,647	41,583	415,128	
Aircraft	22,951,997	2,054,809	7,920,355	12,863,796	113,067	0	30-	
Missile and Space Systems	12,133,067	3,493,855	3,300,212	5,331,682	3,715	177	3,427	
Ships	9,006,798	13,144	8,925,149	3,747	52,521	12,237	0	
Tank-Automotive	2,554,113	2,098,909	66,259	113,318	75,237	390	0	
Weapons	1,210,550	496,996	529,303	189,837	3,567	0	557	
Electronics and Communications Equip.	2,676,336	1,820,018	277,838	5,78,443	206,491	28,778	411,087	
SERVICES	14,212,080	3,412,432	4,536,927	5,616,364				
ALL OTHER (SUBTOTAL)	17,514,588	4,157,966	5,204,708	3,633,456	207,671	483,993	3,826,794	
Subsistence	33,947,511	6,066,596	6,480,347	6,658,032	7,260,229	1,822,133	5,550,173	
Textiles, Clothing, and Equipage	1,741,204	16,726	12,680	0	932,323	0	729,475	
Fuels and Lubricants	573,910	24,867	4,393	14,342	530,260	48	0	
Miscellaneous Hard Goods	3,203,710	8,314	23,212	11,140	3,160,184	145	705	
Construction	7,500,446	981,333	1,622,757	3,345,333	886,213	100,393	567,072	
All Actions of \$25,000 or Less	8,780,497	3,279,047	2,414,928	1,505,222	1,783,995	1,682,866	1,557,337	
	12,157,794	1,756,009	2,402,378	1,773,995		274,210	4,238,355	

A/ For definitions and coverage, see notes on coverage.

B/ Excludes foreign concerns with performance in U.S.

TABLE 6a (continued)
DoD Prime Contract Awards by Procurement Program,
According to Defense Component: FY 1992 - FY 1991

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(AMOUNTS IN THOUSANDS)

MAJOR PROGRAM	TOTAL	ARMY	NAVY	AIR FORCE	DEFENSE LOGISTICS AGENCY	CIVIL FUNCTIONS	OTHER DEFENSE AGENCIES	FISCAL YEAR 1992	
								FISCAL YEAR 1991	
BUSINESS FIRMS FOR WORK IN THE U.S. (TOTAL) B/	\$117,150,787	\$25,329,791	\$38,235,214	\$33,721,042	\$7,276,938	\$2,722,541	\$9,865,261		
MAJOR HARD GOODS (SUBTOTAL)	67,052,198	15,759,487	25,324,882	24,060,568	482,987	54,206	370,067		
Aircraft	24,069,254	2,860,762	7,765,361	13,797,238	141,634	973	307		
Missile and Space Systems	13,102,239	3,765,675	4,715,925	4,606,526	4,780	9,133			
Ships	8,255,915	2,22,604	8,154,983	51,263	25,514	638			
Tank-Automotive	2,24,378	2,458,191	48,170	147,188	119	348			
Weapons	1,418,150	792,078	459,010	162,947	4,478	0	37		
Ammunition	3,245,950	2,764,969	163,975	316,583	285	0	138		
Electronics and Communications Equip.	14,235,413	3,095,208	5,154,322	5,029,193	209,823	27,600	359,266		
SERVICES									
ALL OTHER (SUBTOTAL)	17,330,305	3,942,837	5,197,369	3,618,489	153,895	417,563	4,000,221		
32,768,284	5,627,467	6,712,962	6,041,986	6,640,145	2,250,751	5,494,972			
Subsistence	1,497,948	21,515	13,761	3,306	821,255	0			
Textiles, Clothing, and Equipment	6,646,719	111,755	11,990	9,993	521,534	126			
Fuels and Lubricants	2,767,897	21,674	11,032	10,266	2,73,151	774	0		
Miscellaneous Hard Goods	7,441,641	1,069,841	1,644,289	3,048,103	1,058,117	156,161	473,137		
Construction	8,250,331	2,723,456	2,472,934	1,159,842	921,999	1,811,947	20,352		
All Actions of \$25,000 or Less	12,163,540	1,679,905	2,556,956	1,819,476	1,492,088	241,143	4,373,372		
BUSINESS FIRMS FOR WORK IN THE U.S. (TOTAL) B/	\$125,878,379	\$29,611,843	\$39,609,593	\$40,348,615	\$10,606,024	\$2,232,969	\$3,469,335		
MAJOR HARD GOODS (SUBTOTAL)	74,127,414	18,221,687	27,504,046	27,312,316	721,053	48,260	320,052		
Aircraft	23,637,167	3,002,400	6,610,974	13,800,630	221,505	1,332	326		
Missile and Space Systems	16,351,898	4,241,630	4,927,470	7,168,130	9,701	4,167	4,181		
Ships	9,313,719	4,18,212	9,183,830	5,696	90,862	14,938			
Tank-Automotive	4,322,993	4,073,012	49,870	10,435	94,414	282	0		
Weapons	1,117,128	809,755	687,598	205,920	12,658	0	1,497		
Ammunition	3,564,703	2,920,805	5,227,349	101,694	14,855	0			
Electronics and Communications Equip.	15,219,506	3,155,873	5,516,955	5,924,811	277,058	31,728	313,081		
SERVICES									
ALL OTHER (SUBTOTAL)	34,813,578	7,521,306	7,003,589	8,128,603	119,230	320,810	2,618,743		
Subsistence									
Textiles, Clothing, and Equipment	2,243,209	129,461	52,892	71,021	1,989,835	0			
Fuels and Lubricants	1,332,714	161,819	21,169	21,468	1,12,546	712	0		
Miscellaneous Hard Goods	3,680,514	8,502	24,543	11,122	3,635,462	232	673		
Construction	7,020,672	1,225,889	1,535,277	2,97,784	1,425,187	101,544	353,951		
All Actions of \$25,000 or Less	8,386,777	2,991,580	2,716,943	1,343,749	27,264	1,493,248	13,393		
	11,350,392	3,004,055	2,652,765	3,702,459	1,560,447	288,143	462,523		

Note: Refer to first page of this table for footnotes.

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TABLE 6a (continued)
DoD Prime Contract Awards by Procurement Program,
According to Defense Component: FY 1990 - FY 1989

(AMOUNTS IN THOUSANDS)

MAJOR PROGRAM	TOTAL	ARMY	NAVY	AIR FORCE	DEFENSE LOGISTICS AGENCY	CIVIL FUNCTIONS	OTHER DEFENSE AGENCIES	
BUSINESS FIRMS FOR WORK IN THE U.S. (TOTAL) B/								
MAJOR HARD GOODS (SUBTOTAL)	\$123,820,831	\$28,168,596	\$41,719,587	\$39,038,697	\$9,303,034	\$2,018,306	\$3,572,611	
Aircraft	79,120,269	19,026,924	30,659,526	28,329,653	593,367	22,163	488,636	
Missile and Space Systems	23,994,463	3,788,506	7,458,794	12,549,505	197,578	105	26-	
Ships	17,336,849	3,784,674	4,954,980	8,333,449	7,498	1,0	6,278	
Tank-Automotive	10,503,881	10,208,678	10,208,678	9,296	58,296	11,826	0	
Weapons	3,322,970	3,134,647	7,709	120,250	50,370	144	150-	
Ammunition	1,842,130	1,022,649	547,984	285,304	6,193	0	1,166-	
Electronics and Communications Equip.	4,032,453	3,129,863	847,804	55,759	193	0	483,700	
SERVICES	18,487,823	4,151,660	6,633,577	6,938,119	272,679	10,988	2,587,710	
ALL OTHER (SUBTOTAL)	14,637,670	3,193,190	5,034,324	3,344,751	167,953	309,742	496,265	
Subsistence	30,062,892	5,948,482	6,025,737	7,364,293	8,551,714	1,688,401	72-	
Textiles, Clothing, and Equipment	1,605,594	122,661	54,628	42,103	1,386,269	0	607	
Fuels and Lubricants	7,744,857	227,288	13,574	45,510	637,592	286	351	
Miscellaneous Hard Goods	3,711,388	12,933	6,933	8,102	3,742,871	1,038	355	
Construction	7,056,160	1,083,754	1,734,624	2,560,940	1,217,261	103,982	355	
All Actions of \$25,000 or Less	5,727,332	1,729,667	1,746,583	901,456	11,864	1,355,308	12,554	
	11,127,661	2,972,179	2,470,235	3,806,177	1,525,857	225,787	127,426	
BUSINESS FIRMS FOR WORK IN THE U.S. (TOTAL) B/								
MAJOR HARD GOODS (SUBTOTAL)	\$120,002,855	\$27,442,067	\$42,175,722	\$36,949,414	\$9,177,392	\$1,434,248	23,226	\$2,824,012
Aircraft	79,917,592	19,529,244	31,562,078	27,833,633	592,937	23,226	376,474	
Missile and Space Systems	24,225,694	3,077,892	8,428,859	12,529,613	185,372	0	42-	
Ships	18,735,095	4,198,865	6,355,037	8,174,870	5,744	0	550	
Tank-Automotive	9,599,142	67,111	9,423,005	8,888	99,755	5,383	0	
Weapons	3,829,233	3,657,902	10,211	121,963	50,893	66	198	
Ammunition	1,518,643	658,067	567,251	286,565	7,041	0	281-	
Electronics and Communications Equip.	3,900,238	2,885,726	948,366	66,060	86	17,777	376,019	
SERVICES	18,120,546	5,003,681	5,829,349	6,653,674	240,046	170,020	2,040,139	
ALL OTHER (SUBTOTAL)	11,708,407	2,646,796	3,754,449	2,782,163	314,840	170,020	2,040,139	
Subsistence	28,376,856	5,266,027	6,859,195	6,333,618	8,269,615	1,241,002	407,399	
Textiles, Clothing, and Equipment	1,265,301	74,546	25,816	44,532	1,120,407	0	0	
Fuels and Lubricants	3,859,577	16,74	7,312	15,127	820,424	0	0	
Miscellaneous Hard Goods	3,475,105	7,967	3,878	9,904	3,382,076	609	671	
Construction	6,995,804	1,003,624	1,616,554	2,845,254	1,145,960	78,198	305,814	
All Actions of \$25,000 or Less	7,435,552	2,616,592	2,649,560	2,349,241	1,20,573	1,069,869	9,457	
	8,345,517	1,476,584	2,555,734	2,555,734	1,780,175	92,326		

Note: Refer to first page of this table for footnotes.

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**DoD Prime Contract Awards by Procurement Program,
According to Defense Component: FY 1988 – FY 1987**

(AMOUNTS IN THOUSANDS)

MAJOR PROGRAM	TOTAL	ARMY	NAVY	AIR FORCE	DEFENSE LOGISTICS AGENCY	CIVIL FUNCTIONS	OTHER DEFENSE AGENCIES	FISCAL YEAR 1988				
								FISCAL YEAR 1987				
BUSINESS FIRMS FOR WORK IN THE U.S. (TOTAL) B/												
MAJOR HARD GOODS (SUBTOTAL)	\$130,814,816	\$27,534,472	\$50,053,675	\$39,600,915	\$9,243,680	\$2,034,804	\$2,347,270					
Aircraft	17,856,513	17,682,974	38,136,526	28,879,158	607,607	25,464	524,784					
Missile and Space Systems	24,978,326	2,863,794	9,325,897	12,642,371	146,264	0	0					
Ships	19,693,980	3,943,705	7,220,739	8,513,094	8,259	0	3,183					
Tank-Automotive	13,716,230	3,30,758	13,513,711	1,069	99,113	11,579	0					
Weapons	3,927,925	3,788,864	12,481	86,355	39,647	549	29					
Ammunition	1,667,109	683,001	649,761	332,720	4,927	0	0					
Electronics and Communications Equip.	4,119,354	3,245,507	765,763	107,920	107	0	0					
SERVICES	17,119,354	3,125,345	6,578,169	7,205,577	309,290	13,336	521,572					
All OTHER (SUBTOTAL)	12,029,739	2,786,069	4,193,941	3,086,806	165,291	247,898	1,539,734					
Subsistence	32,928,564	7,065,429	7,723,208	7,624,951	8,470,782	1,761,442	282,752					
Textiles, Clothing, and Equipment	1,259,007	86,375	53,120	38,767	1,080,745	0	0					
Fuels and Lubricants	1,150,449	41,025	14,386	37,815	1,057,188	0	35					
Miscellaneous Hard Goods	3,292,185	1,093,943	16,394	18,140	3,38,326	28	0					
Construction	7,745,382	2,883,310	1,769,957	3,403,603	1,273,632	102,225	100,022					
All Actions of \$25,000 or Less	8,066,574	2,934,479	2,709,382	1,006,915	16,675	1,434,275	11,017					
All: 11,414,967	11,414,967	3,159,989	3,159,989	3,119,711	1,804,216	1,224,314	171,678					
BUSINESS FIRMS FOR WORK IN THE U.S. (TOTAL) B/												
MAJOR HARD GOODS (SUBTOTAL)	\$135,340,300	\$31,003,105	\$48,943,978	\$40,614,762	\$9,232,111	\$1,859,034	\$3,687,310					
Aircraft	93,015,159	20,508,494	38,071,081	32,042,970	611,982	37,859	1,742,773					
Missile and Space Systems	27,683,991	3,366,735	9,770,721	14,424,755	121,780	0	0					
Ships	19,781,484	3,821,817	7,415,709	8,555,161	2,569	0	228					
Tank-Automotive	11,474,728	6,401	11,306,744	4,616	67,703	26,264	0					
Weapons	4,853,662	4,671,628	38,175	72,582	67,162	888	227					
Ammunition	6,691,746	2,098,819	1,033,839	361,838	3,376	0	0					
Electronics and Communications Equip.	4,555,004	3,544,326	528,613	482,065	8,161,933	349,392	10,0					
SERVICES	4,325,841	4,325,841	7,977,280	8,161,933	349,392	10,707	1,742,318					
All OTHER (SUBTOTAL)	11,044,330	2,688,426	3,516,622	2,886,879	140,218	220,612	1,591,573					
Subsistence	31,280,811	7,805,185	7,356,275	5,684,913	8,479,911	1,600,563	352,964					
Textiles, Clothing, and Equipment	1,178,445	87,218	32,720	42,573	1,015,794	140	0					
Fuels and Lubricants	1,985,534	33,531	39,608	29,936	882,116	69	314					
Miscellaneous Hard Goods	3,037,834	54,106	12,859	38,920	2,330,533	438	868					
Construction	6,020,944	1,168,583	1,617,768	1,140,183	1,774,270	87,809	155,331					
All Actions of \$25,000 or Less	8,395,666	3,433,987	2,784,987	1,335,176	9,965	1,292,304	37,511					
All: 11,162,388	11,162,388	3,029,760	2,788,987	3,097,665	1,867,233	219,803	158,940					

Note: Refer to first page of this table for footnotes.

TABLE 6a (concluded)
DoD Prime Contract Awards by Procurement Program,
According to Defense Component: FY 1986 - FY 1985

(AMOUNTS IN THOUSANDS)

MAJOR PROGRAM	TOTAL	ARMY	NAVY	AIR FORCE	DEFENSE LOGISTICS AGENCY	CIVIL FUNCTIONS	OTHER DEFENSE AGENCIES	FISCAL YEAR 1986
								FISCAL YEAR 1985
BUSINESS FIRMS FOR WORK IN THE U.S. (TOTAL) BY MAJOR HARD GOODS (SUBTOTAL)	\$136,497,058	\$31,438,981	\$44,232,282	\$41,736,732	\$13,503,225	\$1,588,353	\$3,997,475	
Aircraft	92,822,136	21,195,883	35,026,392	34,057,663	640,790	15,833	1,885,575	
Missile and Space Systems	32,267,221	3,616,372	10,187,117	18,368,607	95,125	0	0	10,850
Ships	19,355,707	4,786,892	7,165,467	7,389,685	2,813	11,388	0	0
Tank-Automotive	9,412,931	65,707	9,259,915	1,1228	64,693	1,050	330	73
Weapons	5,031,293	1,248,926	1,27,728	116,555	71,664	0	0	45
Ammunition	2,304,103	915,705	1,019,322	374,382	4,621	0	0	73
Electronics and Communications Equip.	4,389,965	3,180,970	516,456	712,426	3,38	0	0	45
SERVICES	19,743,183	3,598,938	6,770,357	7,094,380	401,836	3,395	1,874,277	
ALL OTHER (SUBTOTAL)	10,447,432	2,353,749	2,978,639	2,989,707	128,021	172,890	1,824,426	
Subsistence	33,227,490	7,889,349	6,227,281	4,689,362	12,734,414	1,399,630	287,474	
Textiles, Clothing, and Equipment	1,261,358	85,378	52,630	28,976	1,094,374	0	0	
Fuels and Lubricants	1,057,914	52,883	12,780	29,861	961,973	58	355	
Miscellaneous Hard Goods	7,235,691	44,025	23,417	45,881	7,121,234	1,017	117	
Construction	5,547,986	1,073,406	1,515,104	1,060,027	1,728,264	60,421	111,764	
All Actions of \$25,000 or Less	7,632,728	3,815,210	1,877,688	785,556	1,7196	1,124,063	19,835	
	10,491,813	2,816,447	2,745,662	2,738,861	1,821,373	214,071	155,399	
BUSINESS FIRMS FOR WORK IN THE U.S. (TOTAL) BY MAJOR HARD GOODS (SUBTOTAL)	\$139,586,634	\$31,192,491	\$45,656,475	\$45,468,686	\$12,189,521	\$1,624,135	\$3,455,326	
Aircraft	98,144,846	21,528,199	36,609,846	37,660,85	590,188	31,148	1,724,780	
Missile and Space Systems	34,579,580	3,728,610	10,203,015	20,559,971	87,984	0	0	
Ships	18,667,899	3,720,210	6,613,683	8,329,883	2,243	20,799	1,870	
Tank-Automotive	10,404,343	56,846	10,270,641	2,111	55,846	1,440	540	
Weapons	5,152,256	4,954,620	1,328,890	99,996	56,900	0	0	
Ammunition	2,618,277	1,243,393	1,08,152	272,667	4,459	0	0	
Electronics and Communications Equip.	4,684,833	4,023,313	513,472	80,003	45	8,909	1,722,370	
SERVICES	22,037,658	3,803,201	7,892,013	8,318,454	382,711	129,279	1,486,211	
ALL OTHER (SUBTOTAL)	9,126,012	1,963,579	2,624,695	2,800,418	121,830	1,463,703	244,335	
Subsistence	32,315,776	7,700,713	6,421,934	5,007,583	11,477,503	0	0	
Textiles, Clothing, and Equipment	1,023,603	92,041	32,243	27,823	871,496	0	0	
Fuels and Lubricants	1,143,180	62,494	16,158	42,428	1,021,985	115	1,232	
Miscellaneous Hard Goods	6,307,354	35,171	20,061	60,054	6,189,643	1,193	98,566	
Construction	5,462,732	1,305,385	1,469,008	1,137,522	1,385,205	67,045	23,942	
All Actions of \$25,000 or Less	7,885,620	3,427,273	2,247,907	2,986,660	1,11,764	1,198,674	120,595	
	10,493,287	2,778,348	2,646,557	2,753,696	1,997,410	196,681		

Note: Refer to first page of this table for footnotes.

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 Directorate for Information Operations and Reports

AWARDS FOR RESEARCH, DEVELOPMENT, TEST, AND EVALUATION

The net value and percentage distribution of awards for research, development, test, and evaluation (RDT&E), by type of contractor, for FY 1985 through FY 1994 are shown in Table 7, page 31.

The total dollar value of RDT&E awards, excluding awards for work outside the United States and orders to other Government Agencies, amounted to \$21,491 million during FY 1994 and accounted for 18.6 percent of all DoD procurement. During FY 1993, the comparable amount was \$21,694 million, which was 18.2 percent of the total awards.

As shown in Table 7, the Department of the Air Force had the largest amount of RDT&E awards in each of the last ten years. RDT&E awards accounted for 73.3 percent of the contracts awarded by the Department of the Air Force to Educational and Nonprofit Institutions during FY 1994.

Between FY 1985 and FY 1989, the relative dollar share of RDT&E procurement to total procurement (excluding awards for work outside the United States and orders to other Government agencies) steadily increased from 13.1 percent in FY 1985 to 17.9 percent in FY 1989. Decreases are shown for both FY 1990 and FY 1991 to 17.3 percent and 15.8 percent, respectively. Awards again increased in FY 1992, to 17.7 percent, and again in FY 1993 to 18.2 percent. In FY 1994, the percentage of RDT&E procurement to total procurement reached a ten year high of 18.6 percent.

Contract awards for RDT&E, by procurement program, are shown for FY 1985 through FY 1994 in Table 8, page 33. This table shows the percentage of RDT&E awards in each program based on the totals shown in Table 6.

TABLE 7
DoD Prime Contract Awards for Research, Development, Test, and Evaluation
by Type of Contractor and Defense Component: FY 1994 - FY 1990^{A/}

(AMOUNTS IN THOUSANDS)

TYPE OF CONTRACTOR	FY 1994			FY 1993			FY 1992			FY 1991			FY 1990		
	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%	
TOTAL	\$21,891,466		\$22,374,509		\$21,811,684		\$20,981,043		\$212,038		\$22,404,659		\$21,345		
INTERAGENCY/FMS	220,564		512,009		300,138										
FOR WORK OUTSIDE U. S. B/	179,731		168,853		170,040		294,980				218,346				
TOTAL, EXCEPT ABOVE	21,491,171	18.6	21,693,648	18.2	21,341,505	17.7	20,474,025	15.8			22,014,968	17.3			
Army	4,745,720	19.3	4,600,940	18.9	4,955,532	19.0	4,414,420	14.6			3,801,306	13.3			
Navy	5,774,719	16.0	4,934,734	13.6	5,035,775	12.9	4,275,209	10.6			5,447,830	12.8			
Air Force	9,544,485	27.3	9,760,946	26.8	8,672,620	24.7	9,728,463	23.2			11,073,245	27.1			
Defense Logistics Agency	4,445,550	0.1	12,191	0.2	11,067	0.1	7,271	0.1			10,198	0.2			
Civil Functions	12,583	0.5	13,555	0.5	12,187	0.4	9,028	0.4			6,683	0.3			
Other Defense Agencies	1,409,513	15.8	2,371,181	23.4	2,654,322	26.1	2,039,034	52.9			1,666,100	42.2			
EDUCATIONAL + NONPROFIT INSTITUTIONS	2,207,012	66.6	2,133,946	62.0	2,311,093	67.2	2,556,239	70.1			2,767,494	78.4			
Army	512,330	57.1	235,536	31.0	209,482	30.0	240,395	37.9			227,245	51.3			
Navy	856,747	78.6	551,584	73.9	685,720	79.2	627,252	75.4			656,987	78.5			
Air Force	786,991	73.3	1,083,680	80.9	1,139,345	79.9	1,312,733	83.3			1,556,279	87.4			
Defense Logistics Agency	3,015	2.8	11,334	10.9	11,065	10.2	7,265	3.7			14,873	13.5			
Civil Functions	5,108	21.1	5,128	18.9	5,091	22.3	3,813	18.1			3,308	12.5			
Other Defense Agencies	61,722	41.4	146,805	42.7	260,290	82.4	364,781	94.2			308,302	93.0			
BUSINESS FIRMS FOR WORK IN THE U. S.	19,284,159	17.2	19,559,701	16.9	19,030,412	16.2	17,917,786	14.2			19,247,474	15.5			
Army	4,233,390	17.9	4,365,404	18.5	4,746,050	18.7	4,174,025	14.1			3,574,061	12.7			
Navy	4,935,913	14.1	4,333,550	11.8	4,550,055	11.4	3,667,957	9.2			4,700,843	11.5			
Air Force	8,778,995	25.9	8,577,986	24.5	7,533,275	22.3	8,415,130	20.9			9,516,066	24.4			
Defense Logistics Agency	1,135	*	7,758	*	8,527	0.3	6,997	0.3			4,131	0.1			
Civil Functions	1,347,791	15.3	2,224,376	22.7	2,394,033	24.3	1,674,853	48.3			3,375	0.2			
Other Defense Agencies											1,357,298	37.5			
SMALL BUSINESS FIRMS	2,232,953	9.0	2,228,685	9.2	1,941,439	8.1	1,652,391	6.4			1,730,988	7.2			
Army	721,515	11.3	750,983	11.7	696,965	11.4	553,793	8.2			487,134	8.4			
Navy	611,011	9.2	510,889	8.8	510,043	6.7	470,54	6.0			533,847	7.0			
Air Force	532,155	11.5	632,389	11.9	462,107	9.9	432,625	8.1			493,337	9.5			
Defense Logistics Agency	139	*	8	*	2	*	6,067	0.5			4,403	0.1			
Civil Functions	5,702	0.5	6,738	0.7	6,067	0.6	4,403	0.5			2,541	0.3			
Other Defense Agencies	282,371	17.5	307,678	20.3	266,255	17.0	191,510	28.0			211,795	34.9			

A/ For definitions and coverage, see notes on coverage.

B/ Includes foreign firms for performance in U.S.
 * Less than 0.05 percent.

NOTE: Percentages are based on total dollars shown in Table 3.

**DoD Prime Contract Awards for Research, Development, Test, and Evaluation
by Type of Contractor and Defense Component: FY 1989 - FY 1985**
^{a/}

(AMOUNTS IN THOUSANDS)

TYPE OF CONTRACTOR	FY 1989			FY 1988			FY 1987			FY 1986			FY 1985		
	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%	
TOTAL	\$23,260,820		\$22,601,657		\$21,867,373		\$19,866,651		\$18,739,138		\$18,995,920				
INTERAGENCY/FMS	1,032,050		166,028		150,594		118,810		124,626		132,146				
FOR WORK OUTSIDE U. S. B/	192,227		167,745		200,688		181,611								
TOTAL, EXCEPT ABOVE	22,036,543	17.9	22,267,884	16.6	21,516,091	15.5	19,566,230	14.0							
Army	4,205,809	15.1	3,296,264	11.8	3,164,453	10.1	2,841,728	8.9	2,410,122	7.6					
Navy	6,466,132	14.7	6,466,685	12.6	7,366,012	14.7	7,216,119	16.1	6,519,172	14.0					
Air Force	9,954,085	25.8	11,720,097	21.5	9,852,135	20.3	8,276,587	19.2	8,720,885	18.6					
Defense Logistics Agency	10,495	0.1	33,000	0.3	39,551	0.4	2,282	0.1	25,997	0.2					
Civil Functions	5,892	0.4	5,389	0.3	3,695	0.2	2,683	0.1	5,200	0.2					
Other Defense Agencies	1,527,130	51.2	742,314	29.8	1,090,245	28.0	1,140,811	27.2	1,062,438	29.2					
EDUCATIONAL + NONPROFIT INSTITUTIONS	2,587,893	79.1	2,747,010	79.2	2,709,218	77.5	2,616,458	77.7							
Army	280,467	66.4	265,306	60.7	283,469	51.8	288,140	55.1							
Navy	721,944	75.8	947,976	83.0	888,996	82.5	983,425	85.6							
Air Force	1,432,741	89.3	1,399,297	86.4	1,355,845	85.0	1,217,633	84.0							
Defense Logistics Agency	8,781	7.7	20,603	23.2	23,493	23.5	6,880	7.6							
Civil Functions	2,716	14.1	1,507	3.6	1,676	5.1	1,676	1.6							
Other Defense Agencies	141,209	88.7	114,321	80.6	155,739	73.3	147,701	74.7							
BUSINESS FIRMS FOR WORK IN THE U. S.	19,448,650	16.2	19,520,874	14.9	18,806,873	13.9	16,949,772	12.4							
Army	3,925,342	14.3	3,028,958	11.0	2,880,984	9.3	2,583,588	8.2							
Navy	5,611,188	13.3	5,518,709	11.0	6,477,016	13.2	6,300,694	14.9							
Air Force	8,521,344	23.1	10,331,800	26.1	8,496,290	20.9	7,058,944	16.9							
Defense Logistics Agency	1,679	*	9,532	0.1	16,058	0.2	11,412	0.1							
Civil Functions	3,176	0.2	3,882	0.2	2,019	0.1	2,042	0.1							
Other Defense Agencies	1,385,921	49.1	627,993	26.8	934,506	25.3	993,110	24.8							
SMALL BUSINESS FIRMS	1,456,510	6.4	1,446,030	5.7	1,488,073	5.6	1,263,937	4.7							
Army	400,324	7.8	425,352	6.6	445,496	5.9	363,852	4.8							
Navy	435,721	5.7	416,125	5.1	349,305	4.5	323,785	4.2							
Air Force	471,549	10.3	457,490	8.9	474,427	8.8	403,433	8.3							
Defense Logistics Agency	5,585	*	0.0	0.0	4,877	0.1	1,817	*							
Civil Functions	2,915	0.4	2,951	0.3	1,585	0.2	1,492	0.2							
Other Defense Agencies	145,416	32.1	144,112	30.6	212,383	27.1	189,563	30.2							

NOTE: Refer to first page of this table for footnotes.

TABLE 8
DoD Prime Contract Awards for Research, Development, Test, and Evaluation
by Procurement Program: FY 1985 - FY 1994

PROCUREMENT PROGRAM		NET VALUE (\$ 000)						PERCENT			
	FY 1994	FY 1993	FY 1992	FY 1991	FY 1990	FY '94	FY '93	FY '92	FY '91	FY '90	
TOTAL	\$21,891,466	\$22,374,509	\$21,811,684	\$20,981,043	\$22,404,659	16.6	16.2	16.0	13.9	15.5	
INTERFAGENCY/FMS FOR WORK OUTSIDE THE U.S. B/ TOTAL, EXCEPT ABOVE	220,564 179,731 21,491,171	512,009 168,853 21,693,648	390,138 170,040 21,341,505	22,038 29,980 20,44,025	171,345 218,346 22,014,968	1.7	4.0	3.1	1.8	1.7	
EDUCATIONAL AND NONPROFIT INSTITUTIONS	2,207,012	2,133,946	2,311,093	2,556,239	2,767,494	66.6	62.0	67.2	70.1	78.4	
BUSINESS FIRMS TOTAL	19,284,159	19,559,701	19,030,412	17,917,786	19,247,474	17.5	16.9	16.2	14.2	15.5	
MAJOR HARD GOODS (SUBTOTAL)	15,152,841	14,873,798	14,429,180	14,021,823	15,876,660	21.9	23.0	21.5	18.9	20.1	
Aircraft	5,722,716	5,26,100	3,936,716	3,325,440	4,325,590	21.9	16.6	18.0	13.1	18.0	
Missile and Space Systems	5,065,292	5,35,258	5,013,225	5,958,186	6,006,587	38.0	42.3	36.4	35.1	35.1	
Ships	323,877	397,188	518,513	516,534	509,663	3.8	4.4	6.3	4.9	4.9	
Tank-Automotive	334,071	422,620	348,332	451,225	361,382	12.4	18.0	12.8	10.6	10.9	
Weapons	279,104	273,186	268,301	435,052	435,052	5.6	22.6	18.4	23.6	23.6	
Ammunition	232,691	320,346	435,989	4,13,183	682,534	15.9	12.0	13.4	11.6	16.9	
Electronics and Communications Equip.	3,072,759	3,299,100	3,788,284	3,213,001	3,555,852	24.7	23.2	26.6	21.1	19.2	
SERVICES	3,158,888	3,540,745	3,599,552	2,894,155	2,391,165	17.9	20.2	20.8	17.1	16.3	
ALL OTHER (SUBTOTAL)	1,033,595	1,145,158	1,001,680	1,001,808	979,649	4.4	3.4	3.1	2.9	3.3	
Subsistence	9,904	837	11,097	8,335	6,491	0.0	1.7	0.8	0.6	*	
Textiles, Clothing, and Equipment	4,145	4,709	3,705	8,381	6,491	1.7	0.8	1.7	0.6	0.9	
Fuels and Lubricants	1,019,055	1,061,530	915,085	2,957	2,817	0.1	0.1	0.1	0.1	0.1	
Miscellaneous Hard Goods	1,019,491	1,00	71,490	916,072	895,523	16.1	14.2	12.3	12.0	12.7	
Construction	0	74,007	71,490	72,783	74,385	0.0	0.0	0.6	0.6	*	
All Actions of \$25,000 or Less	0	0	0	0	0	0.6	0.6	0.6	0.6	0.7	
TOTAL	\$23,260,820	\$22,601,657	\$21,867,373	\$19,866,651	\$18,995,920	16.7	14.9	14.0	12.5	11.6	
INTERFAGENCY/FMS FOR WORK OUTSIDE THE U.S. B/ TOTAL, EXCEPT ABOVE	1,032,050 192,227 22,036,543	166,028 167,745 22,677,884	150,594 200,581 21,516,031	118,810 181,611 19,566,230	132,146 124,636 18,739,138	10.8	1.9	1.9	1.7	1.1	
EDUCATIONAL AND NONPROFIT INSTITUTIONS	2,587,893	2,747,010	2,709,218	2,616,458	2,162,973	79.1	79.2	77.5	77.7	78.7	
BUSINESS FIRMS TOTAL	19,448,650	19,520,874	18,806,873	16,949,772	16,276,165	16.2	14.9	13.9	12.4	11.7	
MAJOR HARD GOODS (SUBTOTAL)	16,215,161	17,087,446	16,632,698	15,179,229	14,600,815	20.3	19.9	17.9	16.4	14.9	
Aircraft	13,869,514	15,014,645	13,555,697	13,116,087	12,268,048	16.0	20.1	12.7	9.7	6.6	
Missile and Space Systems	6,152,463	6,22,793	6,938,393	5,905,202	6,129,666	32.8	34.6	33.0	34.2	32.8	
Ships	687,518	522,383	4,48,326	626,055	674,761	7.2	3.8	4.2	6.6	6.5	
Tank-Automotive	1,014,217	194,114	195,818	710,809	130,344	26.5	4.9	4.0	3.3	3.3	
Weapons	410,398	485,791	580,332	710,535	612,291	27.0	29.1	27.7	23.4	23.4	
Ammunition	701,172	469,185	489,499	385,670	322,892	18.0	11.4	10.7	8.6	6.9	
Electronics and Communications Equip.	3,379,879	3,578,535	4,424,553	4,266,871	4,462,813	18.7	20.2	19.6	21.6	20.3	
SERVICES	2,303,270	1,786,477	1,566,433	1,334,153	1,245,151	19.7	14.9	14.2	12.8	13.6	
ALL OTHER (SUBTOTAL)	930,219	646,951	617,742	436,390	430,198	3.3	2.0	2.0	1.3	1.3	
Subsistence	3,50	357	109	0	0	* 11,078	0.4	0.4	0.0	0.0	
Textiles, Clothing, and Equipment	3,229	4,79	8,31	8,195	8,449	0.8	0.8	0.8	0.1	0.1	
Fuels and Lubricants	2,535	3,453	10,333	555,105	375,886	360,900	12.5	7.7	6.8	6.1	
Miscellaneous Hard Goods	876,517	593,785	849	1,802	8470	42,037	0.6	0.4	0.4	0.4	
All Actions of \$25,000 or Less	48,603	44,752	42,995	42,058	42,037	0.6	0.6	0.4	0.4	0.4	

A/ For definitions and coverages, see notes on coverage.
B/ Includes foreign concerns with performance in U.S.

NOTE: Percentages are based on total dollars shown in Table 6.

Prepared By: Washington Headquarters Services
Directorate for Information Operations and Reports

AWARDS BY COMPETITION

Awards by Extent of Competed Procurement

As shown in Table 9, page 39, total DoD awards subject to competition during FY 1994 and 1993 totaled \$110,187 million and \$112,455 million, respectively. A breakout of these awards is as follows:

	FY 1994	FY 1993
Dollars in Millions	Dollars in Millions	Percent
Total	\$ 110,187	100.0
Competed 1/	71,261	64.7
Follow-on	10,425	9.5
Not Competed	28,501	25.9

	FY 1994	FY 1993
Dollars in Millions	Dollars in Millions	Percent
Total	\$ 110,187	100.0
Actions	110,187	100.0
Actions of \$25,000 or Less	71,261	64.7
Actions of \$25,001 to \$105.7 billion	10,425	9.5
Actions of \$105.8 billion or more	28,501	25.9

1/ See Glossary of Terms for definition.

Table 9 also gives the total for both actions and dollars by reporting Component for each of these categories.

Table 10, page 41, displays the extent of competed procurements by each Competition in Contracting Act (CICA) solicitation procedure, where applicable. Full and open competition procedures accounted for 80.7 percent of the competed post-CICA awards during FY 1994, compared to 76.7 percent for FY 1993. Actions of \$25,000 or less accounted for 10.0 percent (10.1 percent last year), and other than full and open competition, 9.2 percent (13.2 percent last year).

Solicitation Procedures

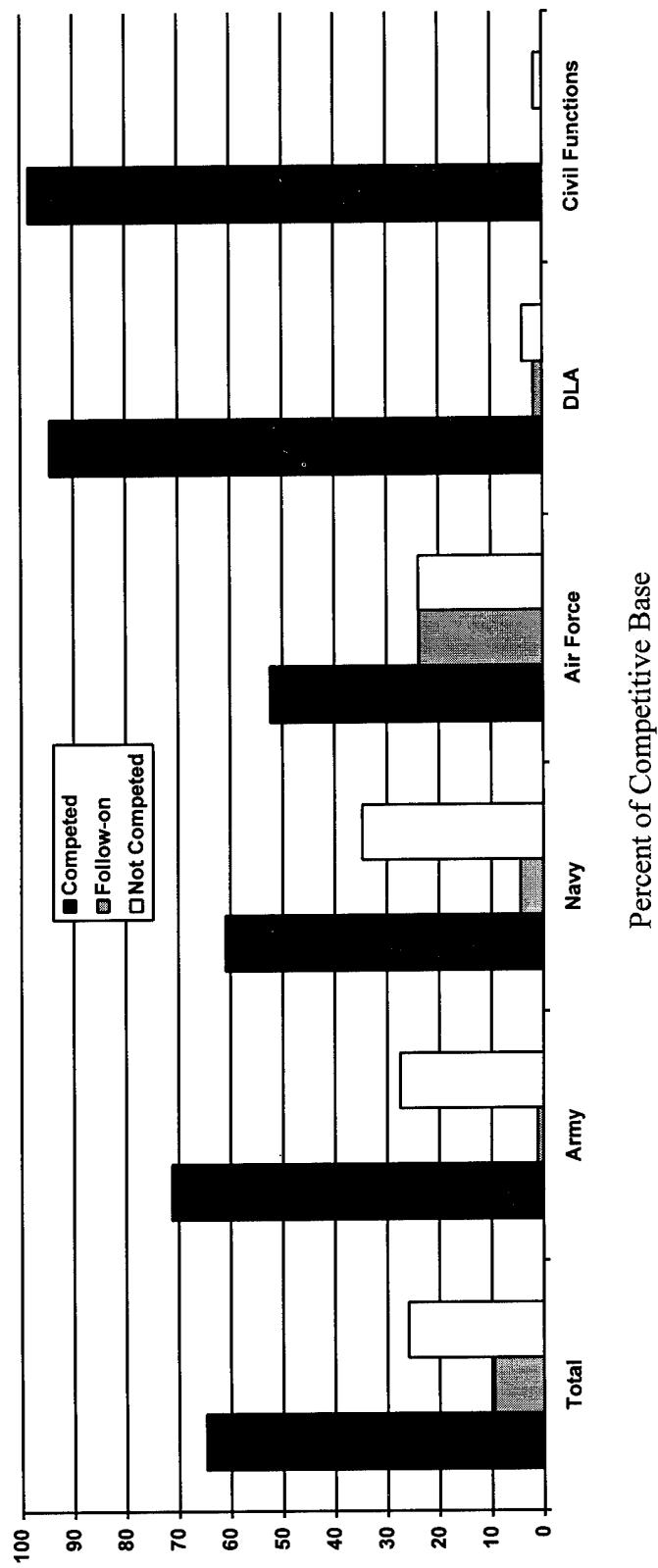
Tables 13 and 14, on pages 43 and 45, highlight the dollars and procurement actions, respectively, for each of the CICA solicitation procedures used by the DoD to procure supplies and services during FY 1994 and FY 1993. See the Federal Acquisition Regulation, Part 6, for a more descriptive definition of the solicitation procedures listed in these tables. Similar data are not collected on awards in support of the Foreign Military Sales (FMS) program and awards of \$25,000 or less.

As can be seen in Table 13, the total awards reported during FY 1994 amounted to \$132.2 billion, a decrease of \$6.1 billion from the FY 1993 amount. Of the FY 1994 total, \$22.8 billion (17.3 percent) were for "Foreign Military Sales" and "Actions of \$25,000 or Less." Pre-CICA actions accounted for \$3.7 billion, or 2.8 percent, while \$105.7 billion, or 79.9 percent, were awarded pursuant to CICA procedures. Within the Post-CICA categories the "Full & Open Competition" category accounted for \$56.6 billion, or 53.5 percent, and the "Other Than Full & Open Competition" category accounted for \$49.1 billion, or 46.5 percent. Similar data are also depicted by DoD Component in this table. Table 14 also shows a total of 11,216,563 procurement actions during FY 1994. This is a slight decrease from the 11,902,807 reported during FY 1993. Distribution by kind of contracting action is also depicted.

Chart IV, page 37, shows percentage distribution of DoD awards by extent of competed procurement, according to Defense Component, for FY 1994. The Civil Functions percentage for "Not Competed" awards decreased dramatically from FY 1993 to FY 1994. Emergency procurements due to damage caused by natural disasters were the reason for the larger than normal 10.2 percent in FY 1993.

Chart IV

Percent Distribution of DoD Awards by Extent of Competed Procurement
According to Defense Component: Fiscal Year 1994



Note: Chart excludes Intragovernmental FMS, Utilities, 8A Program & Brand Name Items for Commissary Resale.

TABLE 9
**DoD Prime Contract Awards by Extent of Competed Procurement,
 According to Defense Component: FY 1994 - FY 1993**

(AMOUNTS IN THOUSANDS)

EXTENT OF COMPETED PROCUREMENT		TOTAL B/				ARMY				NAVY			
		Oct 93-Sep 94	Oct 92-Sep 93	Amount	Pct	Oct 93-Sep 94	Pct	Amount	Pct	Oct 93-Sep 94	Pct	Amount	Pct
TOTAL		\$132,219,300	\$138,307,134	\$29,335,628		\$31,294,657		\$39,418,302		\$41,560,800			
INTRAGENCY/FMS C/		\$8,869,384	\$10,601,924	\$2,360,785		\$4,224,299		\$1,442,553		\$1,807,001			
TOTAL, EXCEPT INTRAGENCY/FMS EXCLUSIONS D/		\$123,349,916	\$127,705,210	\$26,974,843		\$27,070,358		\$37,975,748		\$39,753,799			
TOTAL, EXCEPT EXCLUSIONS		\$13,162,460	\$15,250,106	\$2,310,752		\$2,541,038		\$2,811,335		\$3,560,837			
COMPETED E/		\$110,187,456	100.0	\$24,664,091	100.0	\$24,529,320	100.0	\$35,164,413	100.0	\$36,192,962	100.0		
FOLLOW-ON		\$71,261,491	64.7	\$73,319,534	65.2	\$17,571,327	71.2	\$16,975,775	69.2	\$21,422,671	80.9	\$21,750,589	60.1
NOT COMPETED		\$10,424,765	9.5	\$10,383,755	9.2	\$303,074	1.2	\$180,846	0.7	\$1,555,019	4.4	\$1,408,672	3.9
		\$28,501,199	25.9	\$28,751,815	25.6	\$6,789,589	27.5	\$7,372,698	30.1	\$12,186,723	34.7	\$13,033,701	36.0
EXTENT OF COMPETED PROCUREMENT		AIR FORCE				DEFENSE LOGISTICS AGENCY				CIVIL FUNCTIONS			
		Oct 93-Sep 94	Oct 92-Sep 93	Amount	Pct	Oct 93-Sep 94	Pct	Amount	Pct	Oct 93-Sep 94	Pct	Amount	Pct
TOTAL		\$41,948,965	\$42,708,182	\$9,623,445		\$9,772,618		\$2,717,246		\$2,559,773			
INTRAGENCY/FMS C/		\$4,839,252	\$4,421,450	\$204,043		\$134,744		\$10,579		\$7,858			
TOTAL, EXCEPT INTRAGENCY/FMS EXCLUSIONS D/		\$37,109,713	\$38,286,731	\$9,419,402		\$9,637,874		\$2,706,667		\$2,551,915			
TOTAL, EXCEPT EXCLUSIONS		\$2,148,316	\$2,654,820	\$1,238,758		\$1,491,446		\$209,801		\$161,335			
COMPETED E/		\$34,961,396	100.0	\$35,621,911	100.0	\$8,180,644	100.0	\$8,146,428	100.0	\$2,496,865	100.0	\$2,390,579	100.0
FOLLOW-ON		\$18,277,895	52.3	\$20,344,163	57.1	\$7,722,837	94.4	\$7,845,220	96.3	\$2,455,827	98.4	\$2,147,336	89.8
NOT COMPETED		\$8,331,901	23.8	\$8,616,815	24.2	\$138,410	1.7	\$5,040	0.1	\$108	*	\$39	*
		\$8,351,600	23.9	\$6,660,933	18.7	\$319,397	3.9	\$295,168	3.6	\$40,931	1.6	\$243,205	10.2

A/ For definitions and coverage, see notes on coverage.

B/ Includes Other Defense Agency awards not included elsewhere in this table.

C/ Includes pre-CIA GSA schedule awards and actions with other Federal Agencies.

D/ Includes awards for utilities, the 8(a) program, and brand name items for commissary resale, and actions with another Federal Agency.

E/ Includes Federal Schedule awards.

* Less than 0.05 percent.

TABLE 9 (concluded)
DoD Prime Contract Awards by Extent of Competed Procurement,
According to Defense Component: FY 1994 - FY 1993 ^{R/}

NUMBER OF PROCUREMENT ACTIONS

EXTENT OF COMPETED PROCUREMENT	TOTAL BY:						ARMY						NAVY					
	Oct 93-Sep 94		Oct 92-Sep 93		Oct 93-Sep 94		Oct 92-Sep 93		Oct 93-Sep 94		Oct 92-Sep 93		Oct 93-Sep 94		Oct 92-Sep 93		Oct 93-Sep 94	
	Number	Pct	Number	Pct	Number	Pct	Number	Pct	Number	Pct	Number	Pct	Number	Pct	Number	Pct	Number	Pct
TOTAL	11,216,563		11,902,807		2,142,879		2,251,936		2,035,420		2,201,330							
INTR-AGENCY/FMS C/	72,103		74,380		10,908		14,188		12,112		12,732							
TOTAL, EXCEPT INTRA/FMS EXCLUSIONS D/	11,144,460		11,828,427		2,131,971		2,237,748		2,023,308		2,188,598							
TOTAL, EXCEPT EXCLUSIONS	6,169,953		6,220,073		1,147,646		1,152,186		1,085,878		1,168,288							
COMPETED E/ FOLLOW-ON	4,974,507	100.0	5,608,354	100.0	984,325	100.0	1,115,562	100.0	937,430	100.0	1,020,310	100.0						
NOT COMPETED	4,554,817	91.6	5,106,837	91.1	898,136	91.3	1,055,918	92.0	767,928	81.9	816,850	80.1						
FOLLOW-ON	4,208	0.1	3,907	0.1	233	*	150	*	390	*	565	0.1						
NOT COMPETED	415,482	8.4	497,610	8.9	84,956	8.6	89,494	8.0	169,112	18.0	202,895	19.9						
 AIR FORCE	 DEFENSE LOGISTICS AGENCY						 CIVIL FUNCTIONS						 CIVIL FUNCTIONS					
EXTENT OF COMPETED PROCUREMENT	Oct 93-Sep 94		Oct 92-Sep 93		Oct 93-Sep 94		Oct 92-Sep 93		Oct 93-Sep 94		Oct 92-Sep 93		Oct 93-Sep 94		Oct 92-Sep 93		Oct 93-Sep 94	
	Number	Pct	Number	Pct	Number	Pct	Number	Pct	Number	Pct	Number	Pct	Number	Pct	Number	Pct	Number	Pct
TOTAL	2,776,530		3,011,538		1,285,199		1,227,885		447,878		489,652							
INTR-AGENCY/FMS C/	8,630		8,942		38,478		36,687		1,723		1,687							
TOTAL, EXCEPT INTRA/FMS EXCLUSIONS D/	2,767,900		3,002,596		1,246,721		1,191,198		446,155		487,365							
TOTAL, EXCEPT EXCLUSIONS	529,649		428,569		841,300		784,716		257,069		256,655							
COMPETED E/ FOLLOW-ON	2,238,251	100.0	2,574,027	100.0	405,421	100.0	406,482	100.0	189,086	100.0	231,310	100.0						
FOLLOW-ON	2,180,117	97.4	2,501,677	97.2	382,642	94.4	381,192	93.8	129,743	68.6	153,717	66.5						
NOT COMPETED	2,605	0.1	3,027	0.1	875	0.2	38	*	2	*	1	*						
NOT COMPETED	55,529	2.5	69,323	2.7	21,904	5.4	25,252	6.2	59,341	31.4	77,592	33.5						

Note: Refer to first page of this table for footnotes.

TABLE 10
DoD Prime Contract Awards by Solicitation Procedure, According to Extent of Competed Procurement: FY 1994 - FY 1993 *A/*

(AMOUNTS IN THOUSANDS)

SOLICITATION PROCEDURE	TOTAL AMOUNT		EXCLUSIONS <i>B/</i>		ADJUSTED TOTAL	
	Oct 93-Sep 94 Amount	Oct 92-Sep 93 Amount	Oct 93-Sep 94 Amount	Oct 92-Sep 93 Amount	Oct 93-Sep 94 Amount	Oct 92-Sep 93 Amount
TOTAL	\$132,219,300	\$138,307,134	\$22,031,845	\$25,852,030	\$110,187,456	\$112,455,104
INTRA-AGENCY/FMS C/	8,869,384	10,601,924	8,869,384	10,601,924	0	0
TOTAL PRE-CICA AWARDS	3,686,329	3,305,632	824,144	664,137	2,862,685	2,641,495
TOTAL POST-CICA AWARDS	119,663,087	124,399,578	12,338,316	14,585,969	107,324,771	109,813,609
Actions of \$25,000 or less	13,976,054	14,471,332	6,099,627	6,283,669	7,876,428	8,187,663
Full & Open Competition D/	56,554,144	55,079,417	0	0	56,554,144	55,079,417
Sealed Bids	8,418,202	7,195,518	0	0	8,418,202	7,195,518
Competitive Proposal	36,022,273	36,885,605	0	0	36,022,313	36,855,605
Combination	811,7339	868,567	0	0	811,639	868,567
Architect-Engineer	1,310,855	1,411,938	0	0	1,310,885	1,411,938
Basic Research	864,307	932,179	0	0	864,907	932,179
Multiple Award Schedule	993,492	918,705	0	0	993,492	918,705
Alternate Source -	1,622,928	848,666	0	0	1,622,928	848,666
Reduced Cost	1,623,138	17,668	0	0	17,668	17,668
Mobilization	1,610,386	816,411	0	0	1,610,585	816,411
Eng/R&D Capability	1,610,9204	14,588	0	0	14,588	14,588
Set Aside	6,003,717	6,048,238	0	0	6,003,717	6,048,238
O/T Full & Open Competition	49,128,888	54,822,678	6,237,871	8,285,799	42,891,016	46,536,879
Only One Source	36,483,705	38,315,880	1,342,339	2,322,546	35,441,366	35,993,334
Unique Source	14,767,954	18,042,246	1,633,133	1,366,693	14,154,781	16,675,554
Follow-on	7,780,221	8,059,313	38,259	29,760	7,441,962	8,018,613
Unsolicited Res Prop	162,900	74,445	690	1,848	67,210	72,597
Patent/Data Rights	486,924	279,643	1,973	3,361	160,085	276,282
Utilities	4,4,385	477,359	485,571	464,928	1,333	12,431
Standardization	13,514,463	11,401,739	192,386	464,890	13,322,127	10,936,899
Other	2,553,941	3,043,262	30,738	105,021	2,583,143	2,938,241
Urgency	2,474,364	4,632,566	53,835-	165,420	2,528,198	4,467,146
Mobilization	1,771,662	1,847,940	405,024	988,492	1,366,637	859,448
Essential R&D Capability	531,940	297,491	531,940	297,491	0	0
International Agreement	2,847,874	2,980,425	2,834,772	2,980,425	13,102	0
Authorized by Statute E/	1,135,735	1,382,032	1,135,735	1,362,092	0	0
Authorized Resale	1,289,570	2,339,874	11,097	62,747	1,278,473	2,277,128
National Security	97	3,148	0	1,566	97	1,581
Public Interest	4,001	26,152	818	16,502	3,182	9,650
Otherwise Auth by Statute						

A/ For definitions and coverage, see notes on coverage.

B/ Includes awards for utilities, the 8(a) program, and brand name items for commissary resale, FMS, and actions with another Federal Agency.

C/ Includes Pre-CICA GSA Schedules and actions with other Federal Agencies.

D/ Includes Federal Schedule awards.
E/ Includes Post-CICA 8(a) program.

TABLE 10 (Concluded)
DoD Prime Contract Awards by Solicitation Procedure,
According to Extent of Competed Procurement: FY 1994 - FY 1993 A/

(AMOUNTS IN THOUSANDS)

SOLICITATION PROCEDURE	ADJUSTED TOTAL		COMPETED		FOLLOW ON		NOT COMPETED	
	Oct 93-Sep 94	Oct 92-Sep 93	Oct 93-Sep 94	Oct 92-Sep 93	Oct 93-Sep 94	Oct 92-Sep 93	Oct 93-Sep 94	Oct 92-Sep 93
	Amount	Amount	Amount	Amount	Amount	Amount	Amount	Amount
TOTAL INTR-AGENCY/FMS C/	\$110,187,456	\$112,455,104	\$71,261,491	\$73,319,534	\$10,424,765	\$10,383,755	\$28,501,199	\$28,751,815
TOTAL PRE-CICA AWARDS	0	0	0	0	0	0	0	0
TOTAL POST-CICA AWARDS	2,862,685	2,641,495	1,212,761	1,510,827	1,313,860	1,050,805	336,064	79,863
Actions of \$25,000 or less	107,324,771	109,813,609	70,048,731	100,0	9,110,905	100,0	28,165,135	100,0
Full & Open Competition D/	7,376,428	8,187,663	7,017,698	10,0	7,267,940	10,1	0	858,730
Sealed Bids	56,554,144	55,079,417	56,554,144	80,7	55,079,417	76,7	0	0
Competitive Proposal	8,418,202	5,195,518	8,418,202	12,0	7,195,518	10,0	0	0
Combination	36,322,373	36,855,705	36,022,373	51,4	36,855,695	51,3	0	0
Architect-Engineer	1,827,639	1,668,667	1,817,639	1,2	868,567	1,2	0	0
Basic Research	1,110,885	1,411,338	1,810,885	2,6	1,911,938	2,0	0	0
Multiple Award Schedule	864,407	932,119	864,407	1,2	932,119	1,3	0	0
Alternate Source -	993,492	918,705	993,492	1,4	918,705	1,3	0	0
Reduced Cost	1,622,928	848,666	1,622,928	2,3	848,666	1,2	0	0
Mobilization	1,610,586	816,138	1,610,586	2,3	816,411	1,1	0	0
Eng/R&D Capability	9,204	14,588	9,204	*	14,588	*	0	0
Set Aside	6,003,717	6,048,238	6,003,717	8,6	6,048,238	8,4	0	0
O/T Full & Open Competition	42,831,016	46,516,819	42,831,016	9,2	9,454,003	13,2	9,330,779	100,0
Only One Source	35,141,366	35,933,334	35,141,366	5,7	4,784,880	6,7	8,233,809	90,4
Unique Source	14,444,781	16,675,554	14,444,781	0,8	1,314,611	1,8	1,589,538	17,4
Follow-on	7,441,962	8,018,613	491,437	0,7	179,396	0,2	5,824,567	63,9
Unsolicited Res Prop	67,210	72,597	67,210	*	9,994	*	0	0
Patent/Data Rights	160,385	276,252	160,385	4,13	8,117	*	107,810	0,0
Utilities	1,553	12,441	1,553	1,553	12,356	*	0	0
Standardization	13,347	1,347	13,322,127	1,347	1,347	*	0	0
Other	10,936,839	2,855,352	4,1	3,269,328	4,6	711,894	0,0	0
Urgency	2,563,143	2,938,241	2,563,143	1,1	948,818	1,3	745,333	8,2
Mobilization	2,528,198	4,487,146	1,450,168	2,1	3,262,750	4,5	108,543	1,2
Essential R&D Capability	1,366,637	895,448	158,047	0,2	18,235	*	15,868	0,2
International Agreement	0	0	0	0	0	0	0	0
Authorized by Statute E/	13,102	0	526	*	0	0	28	*
Authorized Resale	0	0	0	0	0	0	0	0
National Security	1,278,473	2,277,128	171,116	0,2	434,316	0,6	7,324	0,1
Public Interest	97	1,581	59-	*	5,004	*	0	0
Otherwise Auth by Statute	3,182	9,650	657	*	7,347	*	0	0

* Less than 0.05 percent. Refer to first page of this table for footnotes.

TABLE 13
Net Value and Percent of DoD Prime Contract Awards by Solicitation Procedure
According to Defense Component: FY 1994 - FY 1993 ^{A/}

(AMOUNTS IN THOUSANDS)

SOLICITATION PROCEDURE	TOTAL DoD B/						ARMY						NAVY					
	Oct 93-Sep 94	%	\$ Amount	%	\$ Amount	%	Oct 93-Sep 94	%	\$ Amount	%	Oct 93-Sep 94	%	\$ Amount	%	Oct 93-Sep 94	%	\$ Amount	%
TOTAL	132,219,300	100.0	138,307,134	100.0	29,335,628	100.0	31,294,637	100.0	39,418,302	100.0	41,560,800	100.0	41,560,800	100.0	41,560,800	100.0	41,560,800	100.0
INTERAGENCY/FMS C/	8,669,384	6.7	10,601,924	7.7	2,360,785	8.0	4,224,299	13.5	1,442,553	3.7	1,807,001	4.3						
Actions of \$25,000 or Less	13,976,054	10.6	14,471,332	10.5	2,466,112	8.4	2,567,689	8.2	2,815,217	7.1	3,042,607	7.3						
Actions(Except FMS)Over \$25,000	109,373,861	82.7	113,233,878	81.9	24,508,731	83.5	24,502,659	78.3	35,160,531	89.2	36,711,192	88.3						
PRE-CICA Actions	3,886,829	2.8	3,305,632	2.4	228,271	0.8	280,389	0.9	13,114	*	28,639-	0.1	28,639-	0.1	28,639-	0.1	28,639-	0.1
POST-CICA Actions	105,887,033	79.9	100,000	109,928,246	79.5	100.0	24,280,460	82.8	100.0	24,222,269	77.4	100.0	35,147,418	89.2	100.0	36,739,891	88.4	100.0
Full & Open Competition D/	56,554,144	53.5	55,019,417	50.1	14,508,603	60.2	13,468,206	55.6	18,599,911	52.9	16,544,471	45.0						
Sealed Bids	8,418,202	8.0	7,195,518	6.5	3,117,722	13.7	2,575,216	10.6	2,445,937	7.0	1,901,695	5.2						
Competition Proposal	36,022,373	34.1	36,855,605	33.5	8,537,114	35.2	8,032,485	33.2	11,024,857	31.4	10,705,939	29.1						
Combination	817,639	0.8	818,567	0.8	32,181	0.1	41,483	0.2	68,0986	1.9	71,681	1.9						
Architect-Engineer	1,310,885	1.7	1,411,938	1.3	594,756	2.4	595,922	2.5	814,814	2.3	574,655	1.6						
Basic Research	864,907	0.8	912,179	0.8	165,740	0.7	173,120	0.7	243,155	0.7	237,955	0.6						
Multiple Award Schedule	993,992	0.9	918,705	0.8	201,022	0.8	231,437	1.0	285,442	0.8	180,263	0.5						
Alternate Source -	1,622,928	1.5	848,666	0.8	8,453	*	15,612	0.1	1,606,722	4.6	824,158	2.2						
Reduced Cost	1,613,138	1.5	1,17,668	0.7	2,964	*	2,553	*	1,323	*	1,606,548	4.6						
Mobilization	1,610,386	1.5	816,411	0.7	4,129	*	1,359	*	2,762	*	0.0	2,973	*					
Eng/R&D Capability	9,204	*	14,588	*	1,359	*	1,359	*	0	*	0							
Set Aside	6,003,717	5.7	6,048,238	5.5	1,751,615	7.2	1,796,895	7.4	1,497,998	4.3	1,406,086	3.8						
O/T Full & Open Competition	49,128,888	46.5	54,822,618	49.9	9,671,857	39.8	10,754,063	44.4	16,547,219	47.1	20,195,325	55.0						
Only One Source	34,453,705	34.5	38,315,850	34.9	6,596,058	27.6	7,122,193	29.4	13,339,519	38.0	15,646,590	42.6						
Unique Source	14,767,054	14.0	18,045,216	16.4	2,556,205	9.3	2,669,140	11.0	10,193,111	29.0	12,298,109	33.5						
Follow-on	7,450,221	7.1	8,031,373	7.3	7,14,463	2.9	4,831,510	2.0	507,958	1.4	12,553,524	33.5						
Unsolicited Res Prop	67,900	0.1	74,445	0.1	9,728	*	12,975	0.1	0.1	0.1	38,494	0.1						
Patent/Data Rights	162,058	0.2	279,643	0.3	15,917	0.1	31,612	0.1	15,042	0.1	101,958	0.3						
Utilities	456,924	0.5	477,359	0.4	316,099	1.3	367,018	1.5	277	*	*	*						
Standardization	4,185	*	1,025	1,416	3,382,152	13.9	3,559,403	14.7	2,583,108	*	2,664,751	7.3						
Other	13,401,463	12.8	11,401,759	10.4	1,16,492	0.5	147,485	0.6	394,439	7.4	47,153,250	7.3						
Urgency	2,593,941	2.5	3,043,262	2.8	467,375	1.9	683,660	2.8	620,524	1.8	747,839	2.0						
Mobilization	2,474,364	2.3	4,632,566	4.2	940,238	3.9	1,417,524	5.9	662,197	1.9	2,386,754	6.5						
Essential R&D Capability	1,771,662	1.7	1,847,940	1.7	380,794	1.6	223,523	0.9	670,991	1.9	454,258	1.2						
International Agreement	533,940	0.5	297,491	0.3	116,492	0.5	147,485	0.6	394,439	1.1	116,608	0.3						
Authorized by Statute E/	2,847,874	2.7	2,980,425	2.7	867,543	3.6	973,419	4.0	346,099	2.4	827,133	2.3						
Authorized Resale	1,135,735	1.1	1,362,092	1.2	81	*	25	*	408	*	1,295	*						
National Security	1,289,570	1.2	2,339,874	2.1	203,275	0.8	185,664	0.8	12,637	*	13,163	*						
Public Interest	97	*	3,148	*	0	0.0	571	*	156	*	1,686	*						
Otherwise Auth by Statute	4,001	*	26,152	*	0	0.0	0	*	287	*	94	*						

A/ For definitions and coverage, see notes on coverage.
B/ Includes Other Defense Agency awards not included elsewhere in this table.

C/ Includes Pre-CICA GSA schedules and actions with another Federal agency.
D/ Includes post-CICA GSA schedule awards.
E/ Includes post-CICA SCA program.
* Less than 0.05 percent.

Prepared By: Washington Headquarters Services
Directorate for Information Operations and Reports

TABLE 13 (concluded)
Net Value and Percent of DoD Prime Contract Awards by Solicitation Procedure,
According to Defense Component: FY 1994 – FY 1993 A/
(AMOUNTS IN THOUSANDS)

SOLICITATION PROCEDURE	AIR FORCE				DEFENSE LOGISTICS AGENCY				CIVIL FUNCTIONS				
	Oct 93-Sep 94 \$ Amount	%	\$ Amount	%	Oct 93-Sep 93 \$ Amount	%	\$ Amount	%	Oct 93-Sep 94 \$ Amount	%	\$ Amount	%	
TOTAL	41,948,965	100.0	42,708,182	100.0	9,623,445	100.0	9,772,618	100.0	2,717,246	100.0	2,559,773	100.0	
INTERAGENCY/FPI	4,839,252	11.5	4,421,450	10.4	204,043	2.1	134,744	1.4	10,579	0.4	7,858	0.3	
Actions of \$25,000 or Less	2,460,233	5.9	2,485,168	5.8	1,845,208	19.2	1,763,279	18.0	345,600	12.7	315,536	12.3	
Actions(Except FMS)Over \$25,000	34,649,480	82.6	35,801,564	83.8	7,574,194	78.7	7,874,595	80.6	2,361,066	86.9	2,236,379	87.4	
PRE-CICA Actions	3,445,275	8.2	3,051,762	7.1	0	0.0			267	*	894	*	
POST-CICA Actions	31,204,205	74.4	100.0	32,749,802	76.7	100.0	7,574,194	78.7	100.0	7,874,595	80.6	100.0	
Full & Open Competition D/ Sealed Bids	11,699,589	37.5	13,211,005	40.3	6,152,915	81.2	6,209,142	78.9	2,130,929	90.3	1,810,380	81.0	
Competitive Proposal Combination	8,322,049	26.7	1,056,728	3.2	494,523	6.5	451,104	5.7	1,349,511	57.2	1,182,460	52.9	
Architect-Engineer	59,123	0.2	9,706,119	29.6	4,741,124	62.6	4,688,120	59.7	351,157	14.9	290,981	13.0	
Basic Research	225,665	0.7	77,404	0.2	9,988	0.1	4,905	0.1	1,292	1.1	1,153,538	1.3	
Multiple Award Schedule	352,808	1.1	109,702	0.3	1,296	0.0	1,337	1.1	175,603	7.4	130,163	5.8	
Alternate Source –	448,471	1.4	438,034	1.3	13,169	0.2	16,571	0.2	16,221	0.7	20,230	0.9	
Reduced Cost –	100	*	66	*	92-	*	92-	*	0	0.0	0	0.0	
Mobilization	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	
Eng/R&D Capability	100	*	43	*	53	*	53	*	0	0.0	0	0.0	
Set Aside	1,513,881	4.9	1,487,391	4.5	893,926	11.8	1,036,771	13.2	204,729	8.7	157,428	7.0	
O/T Full & Open Competition	19,500,902	62.5	19,512,740	59.6	1,450,279	18.8	1,665,453	21.1	228,871	9.7	425,105	19.0	
Only One Source	15,337,030	49.2	14,324,014	43.7	1,355,439	5.0	210,551	3.4	22,941	1.0	20,121	0.9	
Unique Source	1,774,987	5.7	2,437,459	7.4	153,422	1.6	101,923	1.3	15,538	0.7	14,185	0.6	
Follow-on	6,147,229	19.7	6,863,179	21.0	2,205	*	177	*	391	*	39	*	
Unsolicited Res Prop	7,7,020	*	10,446	*	0	0.0	0	0.0	75	*	65	*	
Patent/Data Rights	116,862	0.4	124,671	0.4	3,721	*	3,554	*	544	0.0	653	*	
Utilities	166,884	0.5	105,831	0.3	0	0.0	0	0.0	957	*	957	*	
Standardization	1,1,189	*	593	*	246,086	3.0	163,592	2.1	6,393	0.0	4,222	0.2	
Other	7,122,859	22.8	4,781,836	14.6	2,3	259,440	3.4	396,148	5.0	94,425	4.0	327,794	14.7
Urgency	1,009,363	3.2	748,063	2.3	136,221	1.8	228,709	2.9	0	0.0	78	*	
Mobilization	735,708	2.4	599,501	1.8									
Essential R&D Capability	716,554	2.3	1,009,728	3.1	1,642	*	7,522	0.1	59	*			
International Agreement	17,834	0.1	28,999	0.1	3,375	*	4,399	0.1	0	0.0			
Authorized by Statute E/	658,338	2.1	733,151	2.2	133,513	1.8	133,516	1.7	112,446	4.8	77,113	3.4	
Authorized Resale	586	*	2,894	*	510,638	6.3	624,667	7.9	0	0.0			
National Security	1,025,448	3.3	2,065,541	0	0	0.0	0	0.0	0	0.0			
Public Interest	59-	*	849	*	26,057	0.1	0	0.0	42	*	0	0.0	
Corporate Auth by Statute	3,714	*							0	0.0			

NOTE: Refer to first page of this table for footnotes.

TABLE 14
Actions and Percent of DoD Prime Contract Awards by Solicitation Procedure, According to Kind of Contracting Action: FY 1994 - FY 1993

SOLICITATION PROCEDURE	TOTAL				NEW WORK				DELIVERY ORDERS				MODIFICATIONS				
	Oct 93-Sep 94	%	Actions	%	Oct 93-Sep 94	%	Actions	%	Oct 93-Sep 94	%	Actions	%	Oct 93-Sep 94	%	Actions	%	
TOTAL	11216563	100.0			11902807	100.0			0				0				
INTERAGENCY/FMS B/	72103	0.6			74380	0.6			1984		2887		2521		1447		
Actions of \$25,000 or Less	10913164	97.3			11567337	97.3			0		0		0				
Actions(Except FMS)Over \$25,000	231296	2.1			241090	2.0			66520		71808		108184		56592		
PRE-CICA Actions	3104	*			3918	*			214		362		2145		745		
POST-CICA Actions	228192	2.0	100.0		237172	2.0	100.0		66306	100.0	71446	100.0	106039	100.0	55847	100.0	
Full & Open Competition C/	156058	68.4	156085		65.8	45442	68.5	48361	67.7	70687	66.7	63683	62.7	39929	71.5		
Sealed Bids Competitive Proposal	2114	9.5	21381		9.0	10794	16.3	1102	15.5	4818	4.5	4690	4.3	6102	10.9		
Combination	35.7		82236		34.7	20445	30.8	21908	30.7	39522	37.3	38683	35.1	21577	38.6		
Architect-Engineer	511	0.2	574		0.2	158	0.2	185	0.3	141	0.1	127	0.1	212	0.4		
Basic Research	10149	4.4	8993		3.8	1545	2.3	1843	2.6	6026	5.7	5656	4.6	2578	4.6		
Multiple Award Schedule	2926	1.3	2935		1.2	1087	1.6	1070	1.5	50	*	14	*	1789	3.2		
Alternate Source -	108310	4.7	10895		4.6	148	0.1	61	0.1	10721	10.1	10798	9.9	41	0.1		
Reduced Cost	523	0.2	612		0.3	34	0.1	56	0.1	12	*	113	0.1	477	0.9		
Mobilization	511	*	566		*	0.2	*	32	*	33	*	9	*	109	0.1		
Eng/R&D Capability	9	*	40		1	*	1	*	21	*	1	*	1	*	470	0.8	
Set Aside	27881	12.2	28455		12.0	11331	17.1	12136	17.0	9397	8.9	9402	8.6	7153	12.8		
O/T Full & Open Competition	72118	31.6	80930		34.1	20856	31.5	23048	32.3	35348	33.3	40332	37.2	15914	28.5		
Only One Source	33201	14.6	34835		14.7	11522	17.4	12555	17.6	13020	12.3	12552	11.8	8719	15.6		
Unique Source	15829	6.9	17444		7.4	5221	7.9	62688	8.8	62521	6.1	6644	6.2	4087	7.3		
Follow-on	1811	0.8	1822		0.8	522	0.8	575	0.8	225	0.2	224	0.2	1064	1.9		
Unsolicited Res Prop	200	0.1	216		0.1	74	0.1	67	0.1	0	*	126	0.2	147	0.3		
Patent/Data Rights	652	0.3	802		0.3	171	0.3	216	0.3	363	0.3	441	0.4	118	0.2		
Utilities	1699	0.7	1689		0.7	80	0.1	99	0.1	1547	1.5	1495	1.4	72	0.1		
Standardization	112	*	12813		*	7	*	8	*	4360	4.1	3943	3.6	3251	5.8		
Other	13038	5.7	12849		5.4	5447	8.2	5332	7.5	4360	4.1	3943	3.6	3574	6.4		
Urgency	6684	2.9	7430		3.1	4401	6.6	48557	6.8	1102	1.0	1259	1.1	1181	2.1		
Mobilization	2900	1.3	2609		1.1	205	0.3	263	0.4	1311	1.2	1056	1.0	1384	2.5		
Essential R&D Capability	408	0.2	434		0.2	51	0.1	64	0.1	79	0.1	94	0.1	278	0.5		
International Agreement	436	0.2	363		0.2	82	0.1	86	0.1	191	0.2	84	0.1	163	0.3		
Authorized by Statute D/	12681	5.6	11596		4.9	4096	6.2	3883	5.4	5287	5.0	4491	4.1	3308	5.9		
Authorized Resale	14090	6.2	20683		8.7	13	*	19	*	13924	13.1	20499	18.7	153	0.3		
National Security	1846	0.7	2955		1.2	485	0.7	1306	1.8	434	0.4	385	0.4	727	1.3		
Public Interest	2	*	25		1	*	5	*	37	0.1	4	*	109	0.1	1	*	
Otherwise Auth by Statute	16	*	157		0.1	8	*							4	*	11	*

A/ For definitions and coverage; see notes on coverage.
 B/ Includes pre-CICA GSA Schedules and actions with another Federal Agency.
 C/ Includes Federal Schedule awards.
 D/ Includes Post-CICA 8(a) program.
 * less than 0.05 percent.

AWARDS BY TYPE OF CONTRACT PRICING PROVISION

Table 16, page 51, shows the net value and percentage distribution of DoD prime contract awards over \$25,000 for both fiscal years 1994 and 1993. Data are shown by type of contract pricing provision, according to Defense Component. During FY 1994, awards over \$25,000 (excluding intragovernmental awards) totaled \$108,350 million, of which \$72,078 million, or 66.5 percent, were awarded under fixed price procedures and \$32,274 million, or 29.8 percent, under cost reimbursement procedures. Other types (time and materials and labor hours) accounted for \$3,998 million, or 3.7 percent.

Cost-plus-fixed fee (CPFF) contracts accounted for 13.3 percent of the total contract awards over \$25,000 during FY 1994. The use of incentive contracts (both fixed price and cost-type combined) increased from 15.5 percent of total contract dollars in FY 1993 to 17.3 percent in

FY 1994. The use of firm fixed-price contracts decreased from 50.1 percent to 47.5 percent.

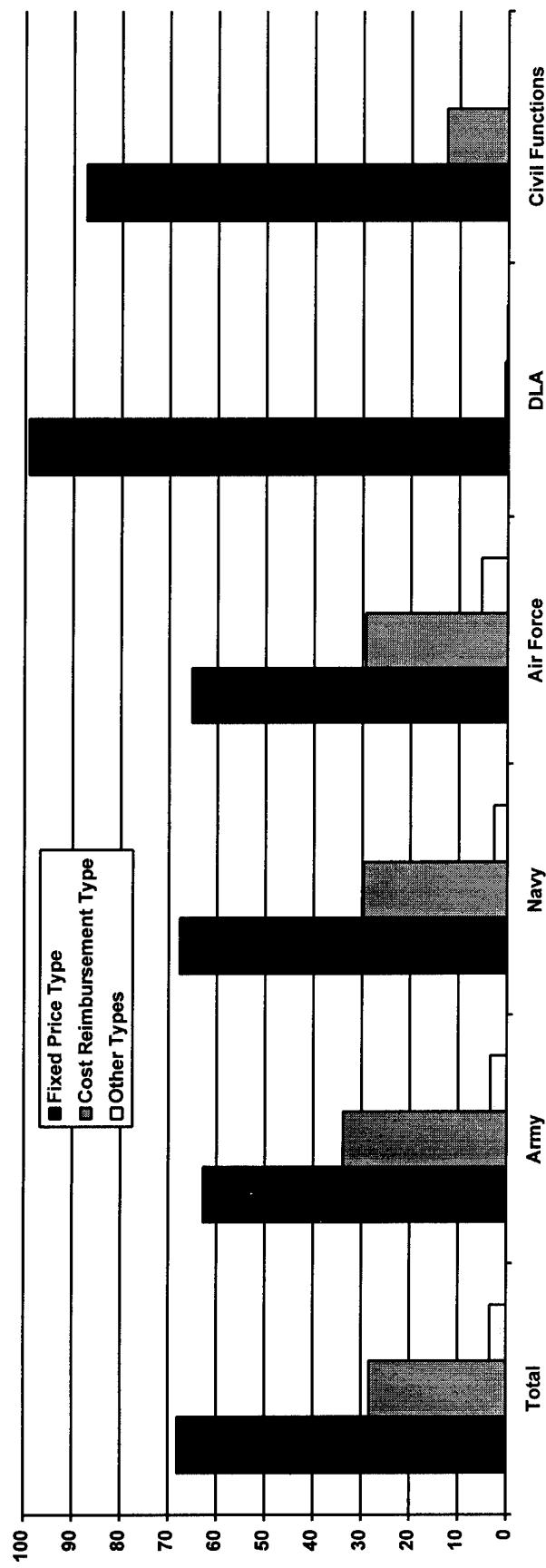
The total of 217,045 contract actions over \$25,000 for FY 1994, Table 16, includes 66,520 original contract actions and modifications calling for additional work and 150,525 actions representing delivery orders and modifications made pursuant to the terms of existing contracts. Actions for new work decreased by 7.4 percent and actions representing delivery orders and modifications, pursuant to the terms of the original contract, decreased by 2.8 percent. Table 17, page 55, provides annual data for FY 1985 through FY 1994, by type of pricing provision.

Chart V, page 49, shows percentage distribution of DoD Prime Contract Awards by contract pricing provision, according to Defense Component, for FY 1994.

Chart V

Percent Distribution of DoD Prime Contract Awards by Contract Pricing Provision,
According to Defense Component: Fiscal Year 1994

Percent of Total Procurement*



* Intragovernmental actions and actions \$25,000 or less are excluded.

TABLE 16
DoD Prime Contract Awards by Type of Contract Pricing Component: FY 1994 - FY 1993
According to Defense Component: FY 1994 - FY 1993
 A/
 (AMOUNTS IN THOUSANDS)

TYPE OF CONTRACT PRICING PROVISION	TOTAL B/			ARMY			NAVY		
	OCT 93 - SEP 94	OCT 92 - SEP 93	AMOUNT	OCT 93 - SEP 94	OCT 92 - SEP 93	AMOUNT	OCT 93 - SEP 94	OCT 92 - SEP 93	AMOUNT
TOTAL	\$132,219,300	\$138,307,134		\$39,335,628		\$31,294,657	\$39,418,302		\$41,560,800
INTERAGENCY/FMS	11,097,605	12,863,802		2,994,835		4,931,853	2,174,091		2,497,170
ACTIONS \$25,000 OR LESS	12,772,022	13,162,845		2,092,612		2,146,176	2,442,091		2,600,390
ACTIONS OVER \$25,000	108,349,673	100,0		24,248,180	100,0	24,216,618	100,0		36,463,240
FIXED PRICE TYPE	72,077,633	66,5		15,511,067	64,2	15,199,531	62,8		24,594,746
FIRM	51,089,382	47,5		14,169,330	58,4	15,281,953	54,8		19,924,656
REDETERMINABLE	700,446	0,6		106,010	0,4	114,826	0,5		100,601
INCENTIVE PRICE ADJUSTMENT	12,684,845	11,7		389,166	10,1	259,377	1,1		3,140,897
COST REIMBURSEMENT TYPE	7,202,960	6,6		926,601	3,8	1,543,315	6,4		828,592
NO FEE	32,273,638	29,8		7,819,777	28,4	8,181,968	33,8		10,791,373
FIXED FEE	14,415,472	13,3		1,868,971	17,7	6,161,148	32,9		12,695,464
INCENTIVE FEE	6,059,036	5,6		16,335,011	14,6	3,336,756	13,9		3,153,385
AWARD FEE	9,621,375	8,9		4,938,378	4,4	1,658,838	7,0		2,097,091
OTHER TYPES	3,998,402	3,7		8,712,771	7,8	2,055,204	8,5		2,083,427
TIME AND MATERIALS	3,422,832	3,2		3,213,341	2,9	857,336	3,5		888,871
LABOR HOURS	525,569	0,5		636,123	0,6	824,881	3,4		882,333
				32,445	0,1	29,592	0,1		2,4
						68,107	0,2		94,688
							0,2		0,3
TYPE OF CONTRACT PRICING PROVISION	AIR FORCE			DEFENSE LOGISTICS AGENCY			CIVIL FUNCTIONS		
	OCT 93 - SEP 94	OCT 92 - SEP 93	AMOUNT	OCT 93 - SEP 94	OCT 92 - SEP 93	AMOUNT	OCT 93 - SEP 94	OCT 92 - SEP 93	AMOUNT
TOTAL	\$41,948,965	\$42,708,182		\$9,623,445		\$9,772,618	\$2,717,246		\$2,559,773
INTERAGENCY/FMS	5,528,979	5,095,606		252,257		195,909	61,054		59,109
ACTIONS \$25,000 OR LESS	2,087,500	2,138,757		1,817,868		1,731,062	315,957		285,324
ACTIONS OVER \$25,000	34,332,466	100,0		7,553,320	100,0	7,845,647	100,0		2,340,335
FIXED PRICE TYPE	22,548,928	35,473,819		65,3		7,489,220	99,2		93,4
FIRM	65,7	23,157,670		43,0		2,897,683	38,4		2,186,807
REDETERMINABLE	31,129,041	15,243,604		46,799	0,1	3,211,584	40,9		2,179,702
INCENTIVE PRICE ADJUSTMENT	25,845	0,7		14,893	0,2	990	* *		0,2
COST REIMBURSEMENT TYPE	8,445,866	24,6		4,576,644	20,2	4,568,857	58,2		4,444
NO FEE	556,177	1,6		7,102,982	7,64,284	0,0	4,457		4,453
AWARD FEE	1,181,011	3,4		1,581,247	4,5	1,581,247	4,5		2,178
OTHER TYPES	1,725,539	5,0		1,923,283	5,4	21,373	0,3		1,136
TIME AND MATERIALS	1,313,745	3,8		1,438,680	4,1	20,863	0,3		364
LABOR HOURS	4,411,794	1,2		1,484,602	1,4	1,411,794	510		772

A/ For definitions and coverage, see notes on coverage.

B/ Includes Other Defense Agency awards.

*

Less than 0.05 percent.

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 Directorate For Information Operations and Reports

TABLE 16 (continued)
DoD Prime Contract Awards by Type of Contract Pricing Provision, According to Defense Component: FY 1994 A/

NUMBER OF PROCUREMENT ACTIONS

TYPE OF CONTRACT PRICING PROVISION		TOTAL B/			ARMY			NAVY					
		TOTAL	%	NEW WORK	OTHER	TOTAL	%	NEW WORK	OTHER	TOTAL	%	NEW WORK	OTHER
TOTAL		11,216,563				2,142,879				2,035,420			
INTERAGENCY/FMS		656,640				180,681				169,428			
ACTIONS \$25,000 OR LESS		10,248,355				1,827,128				1,797,714			
ACTIONS OVER \$25,000		217,045	100.0	66,520	150,525	53,664	100.0	17,249	36,415	65,888	100.0	20,019	45,869
FIXED PRICE TYPE													
FIRM	162,521	74.9	56,547	105,974	40,466	75.4	25,981	45,485	25,075	40,391	61.3	16,041	24,330
REDETERMINABLE	151,338	69.7	54,056	97,282	39,439	73.5	14,364	30,78	30,78	37,996	57.6	15,806	22,160
INCENTIVE	3,497	0.2	147	350	108	0.2	30	19	19	1,150	0.2	55	95
ECONOMIC PRICE ADJUSTMENT	3,318	1.5	446	2,872	67	0.1	48	1,830	48	1,830	0.2	136	1,694
COST REIMBURSEMENT TYPE	7,368	3.4	1,898	5,470	852	1.6	72	780	445	445	0.7	44	401
NO FEE	40,069	18.5	8,043	32,026	9,326	17.4	2,374	6,952	20,335	30,9	3,027	17,308	
FIXED FEE	28,964	1.4	775	2,189	1,059	2.0	292	767	1,578	4,188	0.6	1,418	2,660
INCENTIVE FEE	28,293	13.0	5,763	22,530	5,766	10.7	5,766	1,578	1,578	16,281	24.7	2,522	13,755
AWARD FEE	993	0.5	194	799	525	1.0	79	446	446	3,208	0.3	339	3,169
OTHER TYPES	7,819	3.6	1,311	6,508	1,976	3.7	425	1,551	1,551	3,428	5.2	308	3,120
TIME AND MATERIALS	14,455	6.7	1,930	12,525	3,872	7.2	390	3,482	5,162	7.8	951	4,211	
Labor Hours	12,765	5.9	1,655	11,110	3,742	7.0	366	3,376	4,644	7.0	813	3,831	
	1,690	0.8	275	1,415	130	0.2	24	106	106	518	0.8	138	380
TYPE OF CONTRACT PRICING PROVISION		AIR FORCE			DEFENSE LOGISTICS AGENCY			CIVIL FUNCTIONS					
		TOTAL	%	NEW WORK	OTHER	TOTAL	%	NEW WORK	OTHER	TOTAL	%	NEW WORK	OTHER
TOTAL		2,776,530				1,285,199				447,878			
INTERAGENCY/FMS		233,360				51,045				12,820			
ACTIONS \$25,000 OR LESS		2,495,052				1,208,779				407,375			
ACTIONS OVER \$25,000		47,597	100.0	13,949	33,648	23,535	100.0	10,075	13,460	8,318	100.0	2,847	5,471
FIXED PRICE TYPE													
FIRM	34,979	73.5	11,528	23,451	23,226	98.7	9,989	13,237	7,932	95.4	2,733	5,199	
REDETERMINABLE	32,425	68.1	10,948	21,477	20,925	88.9	9,001	11,924	7,886	94.8	2,727	5,159	
INCENTIVE	142	0.3	42	100	0	0.0	0	31	31	21	0.3	3	18
ECONOMIC PRICE ADJUSTMENT	1,307	2.7	289	1,018	0	0.0	0	0	0	5	0.1	1	4
COST REIMBURSEMENT TYPE	1,105	2.3	249	856	2,263	9.6	981	1,282	1,282	20	0.2	2	18
NO FEE	8,045	16.9	1,893	6,152	246	1.0	82	164	369	4.4	114	255	
FIXED FEE	1,277	2.7	245	1,032	43	0.2	11	32	66	30	36	62	
INCENTIVE FEE	4,470	9.4	1,124	3,346	203	0.9	71	132	195	2.3	11	133	
AWARD FEE	2,071	4.4	456	1,615	0	0.0	0	0	97	1.2	20	77	
OTHER TYPES	4,573	9.6	528	4,045	63	0.3	4	59	17	0.2	0	17	
TIME AND MATERIALS	3,612	7.6	426	3,186	859	6	0.2	53	6	13	0.2	4	
Labor Hours	961	2.0	102	1,415	130	0.2	0	0	0	0	0	13	

NOTE: Refer to first page of this table for footnotes.

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TABLE 16 (concluded)
DoD Prime Contract Awards by Type of Contract Pricing Provision,
According to Defense Component: FY 1993

NUMBER OF PROCUREMENT ACTIONS

TYPE OF CONTRACT PRICING PROVISION		TOTAL B/ OCT 92 - SEP 93			ARMY OCT 92 - SEP 93			NAVY OCT 92 - SEP 93					
	TOTAL	TOTAL	%	NEW WORK	OTHER	TOTAL	%	NEW WORK	OTHER	TOTAL	%	NEW WORK	OTHER
TOTAL	11,902,897					2,251,936				2,201,330			
INTERGENTRY/FMS	703,289					219,081				199,170			
ACTIONS \$25,000 OR LESS	10,855,143					1,878,871				1,935,321			
ACTIONS OVER \$25,000	226,620	100.0		71,808	154,812	53,317	100.0		34,960	65,951	100.0		21,961
FIXED PRICE TYPE	171,961	75.9		61,371	110,590	40,667	76.3		25,153	40,718	61.7		18,113
FIRM REDETERMINABLE	160,569	70.9		58,840	101,729	33,623	74.3		24,241	38,626	58.6		20,605
INCENTIVE PRICE ADJUSTMENT	463	0.2		119	344	154	0.3		27	127	0.112		38
ECONOMIC PRICE ADJUSTMENT	3,378			476	2,902	118	0.2		27	91	1,639		111
COST REIMBURSEMENT TYPE	7,551	3.5		1,936	5,615	772	1.4		78	694	341		55
NO FEE	40,333	17.8		8,409	31,924	9,068	17.0		2,391	6,678	19,425		2,888
FIXED FEE	3,189	1.4		8559	22,330	1,050	2.0		315	735	463		181
INCENTIVE FEE	29,059	12.8		6,201	22,908	5,480	10.3		1,590	3,890	15,932		2,110
AWARD FEE	9,999	0.4		2,171	7,782	598	1.1		122	4,776	1,155		29
OTHER TYPES	7,036	3.1		1,332	5,904	1,941	3.6		364	1,577	2,875		44
TIME AND MATERIALS	14,326	6.3		2,028	12,298	3,028	6.7		452	3,129	5,808		88
LABOR HOURS	12,559	5.5		1,718	10,841	3,484	6.5		434	3,050	5,240		960
	1,767	0.8		310	1,457	97	0.2		18	79	568		819
											0.9		141
											568		4,421
													427
TYPE OF CONTRACT PRICING PROVISION		AIR FORCE OCT 92 - SEP 93			DEFENSE LOGISTICS AGENCY OCT 92 - SEP 93			CIVIL FUNCTIONS OCT 92 - SEP 93					
	TOTAL	TOTAL	%	NEW WORK	OTHER	TOTAL	%	NEW WORK	OTHER	TOTAL	%	NEW WORK	OTHER
TOTAL	3,011,538					1,227,885				489,652			
INTERGENTRY/FMS	205,898					51,977				15,796			
ACTIONS \$25,000 OR LESS	2,755,479					1,151,130				452,058			
ACTIONS OVER \$25,000	50,002	100.0		15,739	34,263	23,635	100.0		10,633	13,002	6,943		
FIXED PRICE TYPE	36,825	73.6		13,152	23,673	23,357	98.8		10,558	12,799	6,538		
FIRM REDETERMINABLE	34,103	68.8		12,101	21,902	21,218	89.8		9,502	11,116	6,491		
INCENTIVE PRICE ADJUSTMENT	3,233	0.3		37	1,174	10	*		4	6	17		
NO FEE	1,597	3.0		333	1,174	2	*		0	1,077	24	0.1	
FIXED FEE	782	1.6		281	501	2,127	9.0		1,050	1,077	0.3		5
INCENTIVE FEE	8,697	17.4		2,041	6,656	235	1.0		73	162	398		5.7
AWARD FEE	1,397	2.8		2,041	6,656	235	0.3		12	50	794		1.7
OTHER TYPES	5,191	10.4		1,338	3,853	173	0.7		61	112	236		3.4
TIME AND MATERIALS	237	0.5		1,338	3,853	173	0.0		0	0	0		0
LABOR HOURS	1,882	3.8		362	1,520	0	0.0		0	0	88		1.3
													13
													75
													5
													3
													2
													2
													0
													0
													2

NOTE: Refer to first page of this table for footnotes.

TABLE 17
DoD Prime Contract Awards by Type of Contract Pricing Provision
FY 1994 - FY 1985 A/

TYPE OF CONTRACT PRICING PROVISION		FY 1994			FY 1993			FY 1992			FY 1991			FY 1990		
	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%		
TOTAL	\$108,349,673	100.0	\$112,280,488	100.0	\$113,402,449	100.0	\$126,294,179	100.0	\$122,278,008	100.0						
FIXED PRICE TYPE (SUB-TOTAL)	72,077,633	66.5	76,516,193	68.1	79,144,866	69.8	96,760,113	76.6	92,925,952	76.0						
Firm Determinable	51,489,382	47.5	56,281,476	50.1	57,887,749	51.0	71,673,705	56.8	64,468,383	52.7						
Redeterminable	12,684,446	10.6	11,341,869	10.5	12,683,020	11.2	13,316,956	10.3	16,756,412	13.7						
Incentive	12,684,845	11.7	11,341,869	10.1	8,321,658	7.4	8,180,548	7.2	10,973,613	8.7						
Economic Price Adjustment	7,202,960	6.6														
COST REIMBURSEMENT AND OTHER TYPES	36,272,040	33.5	35,764,295	31.9	34,257,583	30.2	29,534,066	23.4	29,352,056	24.0						
No Fee	2,167,155	2.0	1,867,671	1.7	2,143,109	1.9	1,866,368	1.5	2,314,610	1.9						
Fixed Fee	14,445,772	13.3	16,445,011	14.6	14,570,956	12.8	13,442,422	10.6	13,820,480	11.3						
Incentive Fee	6,019,336	5.6	4,389,378	4.4	5,716,202	5.0	4,136,995	3.3	5,558,155	3.7						
Award Fee	9,611,975	8.9	8,112,771	7.8	8,415,007	7.4	6,903,059	5.5	5,692,448	4.7						
Other B/	3,988,402	3.7	3,849,464	3.4	3,412,309	3.0	3,183,202	2.5	2,966,403	2.4						
TYPE OF CONTRACT PRICING PROVISION																
TOTAL	\$120,545,991	100.0	\$129,871,904	100.0	\$135,458,767	100.0	\$137,542,840	100.0	\$139,912,096	100.0						
FIXED PRICE TYPE (SUB-TOTAL)	94,661,675	78.5	102,063,797	78.6	108,133,372	79.8	112,101,580	81.5	115,552,316	82.6						
Firm Determinable	65,378,228	54.2	71,194,956	54.8	78,574,574	58.1	73,860,472	53.7	74,503,325	53.3						
Redeterminable	16,932,333	14.1	21,347,924	16.4	19,025,753	14.0	19,397,310	0.1	29,337,617	0.2						
Incentive	11,539,888	9.6	9,446,471	7.3	10,429,993	7.7	16,644,780	12.1	16,414,094	11.7						
Economic Price Adjustment																
COST REIMBURSEMENT AND OTHER TYPES	25,884,316	21.5	27,808,107	21.4	27,325,395	20.2	25,441,260	18.5	24,359,780	17.4						
No Fee	1,712,073	1.4	2,579,245	2.0	2,779,325	2.1	2,157,867	1.6	2,075,797	1.5						
Fixed Fee	12,722,604	10.6	13,926,018	10.8	13,006,305	9.5	11,397,165	8.6	11,400,151	8.1						
Incentive Fee	3,545,632	2.9	3,401,078	2.6	5,156,987	3.8	5,730,251	4.2	6,369,419	4.6						
Award Fee	5,473,737	4.5	5,430,496	4.2	4,146,968	3.1	3,865,876	2.8	3,295,754	2.4						
Other B/	2,424,230	2.0	2,411,270	1.9	2,235,210	1.7	1,790,101	1.3	1,218,659	0.9						

A/ For Definitions and Coverage, See Notes on Coverage.
 B/ Includes Time and Materials and Labor Hours Contracts.
 * Less than 0.05 percent.

DOD SMALL BUSINESS SUBCONTRACTING PROGRAM

Commitments for DoD small business subcontracting work by 2,022 reporting large contractors totaled \$45,364 million in FY 1994, which was a 0.9 percent increase from the \$44,947 million reported by 1,863 large contractors in FY 1993.

Small businesses received 38.3 percent of the total committed for subcontracting work during FY 1994, compared with 37.6 percent for FY 1993. Comparative data for FY 1985 through FY 1994 are given below.

(Amounts in Millions)

	1994	1993	1992	1991	1990	1989	1988	1987	1986	1985
1. Number of Large Contractors Reporting	2,022	1,863	1,742	1,709	1,664	1,555	1,571	1,469	1,353	1,205
2. Military Subcontract Commitments	\$45,364	\$44,947	\$47,318	\$57,053	\$54,708	\$56,037	\$58,798	\$53,116	\$52,898	\$54,494
a. Small Businesses	17,365	16,879	18,165	19,413	21,499	22,009	22,309	21,559	20,362	20,145
b. Other Businesses	27,999	28,068	29,153	37,640	33,209	34,028	36,489	31,557	32,536	34,349
3. Percent of Total to Small Business Concerns (Line 2a / Line 2)	38.3	37.6	38.4	34.0	39.3	39.3	37.9	40.6	38.5	37.0

GLOSSARY OF TERMS

Businesses. Businesses are companies, individuals, or partnerships organized for profit, including small businesses as defined below.

Civil Functions. Functions primarily associated with the Civil Works program of the Army Corps of Engineers. This program encompasses planning, programming, designing, constructing, and operating Federal Water resource projects for navigation, flood control, hydroelectric power production, water supply, recreation, and related activities. Also included are cemetery work and conservation management.

Competed Procurement.

For solicitations issued prior to the Competition in Contracting Act (CICA):

Price Competition - Two or more bids or offers were received under formal advertising or negotiated methods of procurement and award was made to the lowest responsive and responsible bidder or offeror.

Technical & Design Competition - Two or more offers were received and award was made to the offeror with the best overall technical and design proposal. Cost is one of the factors in the evaluation. Sources for most major weapon systems resulted from initial competition in the design and development stage.

For solicitations issued subsequent to the Competition in Contracting Act:

Awards where solicitations were issued pursuant to full and open competition procedures or awards where two or more offers were received following solicitation pursuant to other than full and open competition procedures and award was made to the lowest responsible and responsive offeror.

Educational and Nonprofit Institutions. Any corporation, foundation, trust, or institution operating on a not-for-profit basis. Included are educational and scientific institutions, hospitals of a nonprofit nature, and state, local, and other non-Federal government agencies. If the work of these institutions meets the criteria of the category "Work Outside the United States" (see below), it is included in the data for that category.

Intragovernmental Order. Orders written by a Military Department or Defense Agency purchasing office requesting that a non-Defense Federal Agency furnish supplies or services from its stocks, in-house manufacturing facilities, or contracts.

Location of Work. The place where an item is to be manufactured, assembled, or otherwise supplied by the prime contractor; the place where the service is to be performed; or the site of a construction project.

Military Functions. Activities normally associated with the support of the Uniformed Services.

Net Value. The net amount of debit and credit procurement actions recorded during the period.

Other Defense Agencies

- Armed Forces Radio & Television Service
- Armed Forces Radiobiology Research Institute
- Advanced Research Projects Agency
- Ballistic Missile Defense Organization
- Commander US Special Operations Command
- Defense Commercial Communications Office
- Defense Commissary Agency
- Defense Evaluation Support Activity
- Defense Information Systems Agency
- Defense Mapping Agency
- Defense Nuclear Agency
- Defense Supply Service - Washington
- Office for the Civilian Health & Medical Program
of the Uniformed Services (CHAMPUS)
- On Site Inspection Agency
- Uniformed Services University of Health Sciences
- WHS Contracting Office

Small Businesses. A small business is defined by the Small Business Administration in the Federal Register (Title 13, Chapter 1, Part 121). The definition also appears in the Federal Acquisition Regulation (19.101). Generally, a small business is one that is independently owned and operated, is not dominant in its field of operations, and, with its affiliates, does not employ more than a specified number of employees (usually not more than 500, 750, or 1,000, depending on the type of product called for by the contract). For construction and some service industries, the criterion is a specified annual dollar volume of sales or receipts rather than the number of employees.

Subcontract Commitment. A legal agreement between contractors establishing the value of goods and services required to fulfill a contract. The goods or services are provided by one contractor (called the subcontractor) to the contractor with the major or prime contract.

Subcontract Payment. A cash payment made by one contractor to another for supplies, services, or construction required by a prime contract.

United States. The 50 states, the District of Columbia, and the outlying areas of the United States.

Work Inside the United States. An award to a U.S. or foreign business, an educational or nonprofit institution, or a Government Agency with a place of performance inside the United States (see above).

Prime Contract Award. A legally binding agreement executed by a Department of an Agency of DOD to obtain supplies or services.

Procurement Action. An action involving the obligation or deobligation of funds which officially awards or changes a prime contract. This may include the award of a new prime contract, a debit or credit change to an existing prime contract, or an order written against an indefinite delivery-type contract or basic ordering agreement.